

The NATIONAL UNDERWRITER

REINSURANCE

*European General
Reinsurance Co.
of London, England*
LTD.



ESTABLISHED 1911

CASUALTY

FIDELITY

SURETY

UNITED STATES BRANCH • 99 JOHN STREET • NEW YORK

T. L. HAFF, U. S. Manager

E. BRANDLI, Asst. U. S. Manager

THURSDAY, JANUARY 10, 1946



Stock In Trade

IN 1773 a clerk recorded the inventory of a store in Litiz, Pennsylvania. To him it was but a list of merchandise. While struggling with his task, only a miracle could have told him that it would one day become a document full of meaning to posterity for it not only lists many of the common goods purchased by our ancestors just prior to the Revolutionary War, but embodies the very essence of American strength.

Between the lines of this old inventory we can read words like honesty, industriousness, efficiency and integrity—the stone and mortar out of which America's business greatness was built.

You don't have to reach to the upper shelves of your imagination to find the price-

*Inventory
of the Store in Little
taken from the 1st to 5th May
1773*

2 1/2 Grs. Coat Buttons	4		
3 Grs. 7 Den. Vest	3 1/2	7 1/2	
3 Grs. 6 Den. Vest	3 1/2	7 1/2	
2 Grs. 4 Den. Vest	3 1/2	7 1/2	
1 Gr. 3 Den. Vest	3 1/2	7 1/2	
1 Gr. 2 Den. Vest	3 1/2	7 1/2	
1 Gr. 1 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/8 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/16 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/32 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/64 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/128 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/256 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/512 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1024 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2048 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4096 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/8192 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/16384 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/32768 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/65536 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/131072 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/262144 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/524288 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1048576 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2097152 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4194304 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/8388608 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/16777216 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/33554432 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/67108864 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/134217728 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/268435456 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/536870912 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1073741824 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2147483648 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4294967296 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/8589934592 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/17179869184 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/34359738368 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/68719476736 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/137438953472 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/274877906944 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/549755813888 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1099511627776 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2199023255552 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4398046511104 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/8796093022208 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/17592186044416 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/35184372088832 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/70368744177664 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/140737488355328 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/281474976710656 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/562949953421312 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1125899906842624 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2251799813685248 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4503599627370496 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/9007199254740992 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/18014398509481984 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/36028797018963968 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/72057594037927936 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/144115188075855872 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/288230376151711744 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/576460752303423488 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1152921504606846976 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2305843009213693952 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4611686018427387904 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/9223372036854775808 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/18446744073709551616 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/36893488147419103232 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/73786976294838206464 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/147573952589676412928 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/295147905179352825856 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/590295810358705651712 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1180591620717411303424 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2361183241434822606848 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4722366482869645213696 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/9444732965739290427392 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/18889465931478580854784 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/37778931862957161709568 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/75557863725914323419136 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/151115727451828646838272 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/302231454903657293676544 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/604462909807314587353088 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1208925819614629174706176 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2417851639229258349412352 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4835703278458516698824704 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/9671406556917033397649408 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/19342813113834066795298816 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/38685626227668133590597632 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/77371252455336267181195264 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/154742504910672534362390528 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/309485009821345068724781056 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/618970019642690137449562112 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1237940039285380274899124224 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2475880078570760549798248448 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/4951760157141521099596496896 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/9903520314283042199192993792 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/19807040628566084398385987584 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/39614081257132168796771975168 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/79228162514264337593543950336 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/158456325028528675187087900672 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/316912650057057350374175801344 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/633825300114114700748351602688 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1267650600228229401496703205376 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2535301200456458802993406410752 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5070602400912917605986812821504 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/10141204801825835211973625643008 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/20282409603651670423947251286016 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/40564819207303340847894502572032 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/81129638414606681695789005144064 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/162259276829213363391578010288128 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/324518553658426726783156020576256 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/649037107316853453566312041152512 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1298074214633706907132624082305024 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2596148429267413814265248164610048 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5192296858534827628530496329220096 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/10384593717069655257060992658440192 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/20769187434139310514121985316880384 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/41538374868278621028243970633760768 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/83076749736557242056487941267521536 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/166153499473114484112975882535043072 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/332306998946228968225951765070086144 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/664613997892457936451903530140172288 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1329227995784915872903807060280344576 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2658455991569831745807614120560689152 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5316911983139663491615228241121378304 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/10633823966279326983230456482242756608 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/21267647932558653966460912964485513216 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/42535295865117307932921825928971026432 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/85070591730234615865843651857942052864 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/170141183460469231731687303715884105728 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/340282366920938463463374607431768211456 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/680564733841876926926749214863536422912 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1361129467683753853853498429727072845824 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2722258935367507707706996859454145691648 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5444517870735015415413993718908291383296 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/10889035741470030830827987437816582766592 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/21778071482940061661655974875633165533184 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/43556142965880123323311949751266331066368 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/87112285931760246646623899502532662132736 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/174224571863520493293247799005065324265472 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/348449143727040986586495598010130648530944 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/696898287454081973172991196020261297061888 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1393796574908163946345982392040522594123776 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2787593149816327892691964784081045188247552 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5575186299632655785383929568162090376495104 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/11150372599265311570767859136324180752990208 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/22300745198530623141535718272648361505980416 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/44601490397061246283071436545296723011960832 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/89202980794122492566142873090593446023921664 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/178405961588244985132285746181186892047843328 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/356811923176489970264571492362373784095686656 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/713623846352979940529142984724747568191373312 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1427247692705959881058285969449495136382746624 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2854495385411919762116571938898990272765493248 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5708990770823839524233143877797980545530986496 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/11417981541647679048466287755595961091061972992 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/22835963083295358096932575511191922182123945984 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/45671926166590716193865151022383844364247891968 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/91343852333181432387730302044767688728495783936 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/182687704666362864775460604089535377456991567872 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/365375409332725729550921208179070754913983135744 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/730750818665451459101842416358141509827966271488 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/1461501637330902918203684832716283019655932542976 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/2923003274661805836407369665432566039311865085952 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/5846006549323611672814739330865132078623730171904 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/11692013098647223345629478661730264157247460343808 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/23384026197294446691258957323460528314494920687616 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/46768052394588893382517914646921056628989841375232 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/93536104789177786765035829293842113257979682750464 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/187072209578355573530071658587684226515959365500928 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/374144419156711147060143317175368453031918731001856 Den. Vest	3 1/2	7 1/2	
1 Gr. 1/748288838313422294120286634350736906063837462003712 Den. Vest			

Prudential Brief to High Court in S. C. Tax Case

Asks Complete Development of Issue Through Argument and Review

WASHINGTON — Prudential has filed with the U. S. Supreme court a brief in opposition to motion to dismiss or affirm, in its case against Commissioner Benjamin of South Carolina. The company says federal questions involved are substantial and that the judgment of the South Carolina supreme court should be reversed.

South Carolina tax statutes are declared to constitute a "direct and unreasonable burden" upon interstate commerce. Such discrimination is declared to violate constitutional provisions, and such tax statutes are said not to be "within the regulation or taxation contemplated under the McCarran-Ferguson act (public law 15)."

Discrimination Is Alleged

Answering six propositions submitted by the state in support of its motion to dismiss or affirm, Prudential insists the South Carolina law discriminates against foreign companies. The Carolina court's ruling to the contrary is declared opposed to undisputed evidence and injected an issue not warranted by the record in the case.

Not only are ad valorem property taxes paid by domestic companies neither corresponding nor correlative taxes, says the company, but also even if such taxes be considered as corresponding or correlative, there was no evidence that property taxes paid by domestic companies offset the discrimination of premium taxes.

The company contends that state taxation and regulation must not unjustly discriminate against, nor be a burden upon, interstate commerce, as the Carolina laws involved do.

Not Purely Intrastate Tax

The South Carolina tax is not purely on Prudential's intrastate activity the Supreme Court is told in the brief, even though the tax is based on premiums received from the company's business in that state during the preceding year. The tax is declared to be on the company's interstate business, even though measured by gross premiums received in the state. A state may not impose discriminatory taxes or licenses upon the privilege of engaging in interstate commerce, it is argued.

The company does not claim the state tax violates the 14th equal protection amendment, but does insist that it violates the commerce clause and is therefore, unconstitutional.

Public law 15, the court is told, does not validate the state premium tax laws. That act was not intended to, nor could it legally, permit discriminatory regulation or taxation of interstate commerce in the Prudential's conduct of business in South Carolina.

Effect of Public Law 15

That law merely indicates Congress' intent to allow such continued state regulation as is not discriminatory against foreign companies and to give them "a

(CONTINUED ON PAGE 15)

Argue Commerce Case in U. S. Supreme Court

N. Y. Files Brief —Brokers and Agents Groups Enter Battle

WASHINGTON—Supporting California law, briefs have been filed with the Supreme Court in No. 274, F. O. Robertson vs. People of the State of California, by counsel representing the state of New York and several insurance industry groups, in the capacity of amici curiae. The groups include California Association of Insurance Agents, California State Association of Life Underwriters, Insurance Brokers Exchange of California, Insurance Brokers Society of Southern California, Surplus Line Association of California, and Society of Insurance Brokers.

That the constitutionality of the California statutes challenged in the case should be sustained, is the conclusion of the New York brief, filed by Attorney General Goldstein, on the basis of the following argument:

Police Power Argument

The business of insurance is clothed with a public interest, and is subject to the regulatory police power of the states. As long as Congress does not legislate in that field, state laws, designed for the protection of their residents, may not be invalidated on the ground that interstate commerce is affected.

Until Congress occupies the field, state regulatory provisions, enacted in the exercise of the police power, are valid even though inter-state commerce is affected.

Nothing in the S.E.U.A. decision justifies the conclusion that activities of persons within a state, acting on behalf of insurance companies doing an interstate business, may not be subjected to regulation under the state police power. On the contrary, the S.E.U.A. opinion expressly vouchsafes such right. In any event, Congress, by the enactment of public law 15, has sanctioned state regulation and completely dispelled any possible basis for appellant, Robertson's, assertions.

Safety, Health, Morals

The insurance groups named above say in their brief that "they are convinced that the particular regulations at issue in this cause are essential for the protection of the safety, health, morals, good order and general welfare of the people of California, and, therefore, constitute a valid exercise of its police power."

In conclusion, this brief says there is no evidence that Robertson could not have obtained a surplus line broker's license or an agent's or broker's license, or that he could not have legally participated in the O'Lein-First National Insurance transaction under such licenses; or that First National would have been denied, or could have qualified, for admission to California. That transaction could have been completed directly between insured and insurer, it is declared.

The California groups argue that the California laws do not prohibit, do not discriminate against, do not unduly burden, the commerce here involved, and that they are a proper exercise of police power.

The surplus line law permits the placing of this risk with a non-admitted insurer by or through a surplus line broker, it is pointed out.

California has not discriminated

(CONTINUED ON PAGE 15)

Justices Ask Many Questions in Robertson vs. Cal.

WASHINGTON—After some delay due to hearing the appeal in behalf of Jap Gen. Yamashita, the Supreme Court began hearing arguments Tuesday afternoon in No. 274, F. O. Robertson vs. People of the State of California, involving the surplus line law of that state and its application to a policy in First National Benefit of Arizona sold by Robertson to A. J. O'Lein, a California resident.

First National's case was represented in argument by Robert R. Weaver, Phoenix, while Earl Blodgett, Los Angeles; M. Arthur Waite, district attorney of Ventura county, Cal., and T. A. Westphal, Jr., deputy attorney general, appeared for the state.

There were a number of persons having connection with the insurance industry sitting in at the arguments, in recognition of the importance of this case presenting issues arising under the S.E.U.A. decision with relation to the commerce clause of the constitution. They included John McFall, vice-president U. S. F. & G.; J. Raymond Berry, general counsel National Board; Sidney Hilton, attorney Life of Virginia; Thomas Moore, actuary Virginia department; J. V. Bloys, assistant general counsel Life Insurance Association of America; Prof. Noel T. Dowling, Columbia University, who is credited with writing public law 15; Francis Gorman, Department of Justice attorney who was in charge of insurance matters in the anti-trust division. The government is interested in how the court applies its S.E.U.A. decision, it was indicated.

Ask Many Questions

Members of the court asked many questions, Justice Frankfurter in particular being interested in finding out how far the state of California could go; could it exclude a company for any reason it pleased?

Westphal replied he did not think it could. "I doubt the state could arbitrarily exclude a company," he said. And reference was made in that connection, both by Justice and attorney to due process.

Mr. Weaver, first speaker, for First National, reviewed briefly the facts in the case and replied to certain statements in briefs on the other side.

"What was unlawful," suddenly asked Chief Justice Stone.

The reply was lack of license. Weaver declared "There is no provision in California law whereby this insurer could have transacted interstate business with anybody in California, unless the insurer is licensed to do business there."

(CONTINUED ON LAST PAGE)

Agent Has Loss Record of \$62.49 for 41 Years

If this isn't a record it's close to it. Edwin R. Kreamer of Philadelphia, an agent representing North America for the past 48 years, had a total fire loss record of \$62.49 during the first 41 years he represented the company. Two years after he had settled this, his only loss, the same plant burned for a loss of more than \$9,000. He computes his 48 years fire loss record at less than 1/4 of 1% of his total premiums.

Middle West U. & O. Forms Revised, Now Generally Uniform

Per Diem Forms Out. Manufacturing Gross Earnings in

Use and occupancy forms in the middle west are in the process of being overhauled completely and, except for the lack of a 12 months limitation on insured shutdown, will be substantially in harmony with forms in the balance of the country. The new forms are now in use in Illinois and Oklahoma and will eventually be put in force in all states under Western Actuarial Bureau supervision.

The principal changes are the reduction of the number of standard forms from 11 to eight, abolition of per diem forms, authorization of the new gross earnings coinsurance form for manufacturing risks and adoption of substantially the same treatment of raw stock as other territories. The term "business interruption" is being substituted for "use and occupancy" as the official title.

Weekly Form at Daily Rate

The weekly form is to be substituted for the per diem form, at the old per diem rate schedule. The limitation of recovery for each week of shutdown under the new forms is 1/50 of the amount of insurance, instead of the old 1/52 limit. This follows eastern and Pacific Coast practice and is intended to allow for the fluctuations within weeks created by holidays.

The eight new forms are the straight weekly manufacturing form, fluctuating weekly manufacturing, two-item coinsurance manufacturing, gross earnings manufacturing, straight weekly mercantile and non-manufacturing, fluctuating weekly mercantile, two-item coinsurance mercantile and gross earnings mercantile. The two-item coinsurance forms may be written with either 80% or 100% coinsurance. This is a minor variation from other territories, in which only 80% coinsurance is used with these forms.

Raw Stock Treatment

In all manufacturing forms, the insured is given 30 days additional time of shutdown due to replacing damaged or destroyed raw stock, at the basic rates. This time may be extended for an additional premium. This is the same as in other territories.

The coinsurance forms now provide that coinsurance does not apply to expenses to reduce loss. This has been a hotly debated point for several years.

Manufacturing Gross Earnings Form

The new gross earnings form for manufacturing risks is substantially the same as in other territories, except that it does not contain the 12 months shutdown limitation. The rate schedule, however, shows a smaller differential over the 80% coinsurance form than in other territories. In the middle west, the rate for item I of the 80% coinsurance form for manufacturing risks is 84% of the 80% coinsurance building rate, while for the gross earnings form with 50% coinsurance, it is 90% of this rate. In the east and Pacific Coast, the rate for item I of the 80% coinsurance form is 77% of the 80% coinsurance building rate, and the manufacturing gross earnings

(CONTINUED ON PAGE 15)

Retaliatory Laws' Effects Shown in Ill. Study

How the retaliatory provisions in the insurance laws of various states operate in the licensing of brokers who are not residents of Illinois was shown in a bulletin issued by H. Walter Hanson, Jr., supervisor of licenses of the Illinois insurance department. This sets forth the rules which will be adhered to by the department.

It was noted the Illinois retaliatory provision prohibits issuance of brokers licenses to residents of a few states, including Louisiana, not licensed for casualty; Montana and South Carolina, not licensed; Texas, not licensed for life insurance; Arizona, not licensed for fire and casualty.

Fees Generally Are \$10

Most of the states provide a \$10 fee for an individual or for each active firm member, both for fire and casualty, and life. Those doing so with no restriction as to classification are: Colorado, Connecticut, Delaware, Georgia, Iowa, Maine, Maryland, New Hampshire, Oklahoma, Vermont, Virginia, West Virginia and Wyoming.

Others charging \$10 fee but with qualifications are: Arkansas, Florida, Indiana, Kansas, Kentucky, Minnesota, Mississippi, Missouri, Nebraska, New Mexico, North Carolina (examination required with \$10 additional fee), North Dakota, Ohio, Oregon, Pennsylvania (life \$10, fire and casualty \$10 for individual and \$25 for firm), South Dakota, Texas, Wisconsin, Arizona.

Fees of \$100 for fire and casualty and \$10 for life are charged residents of California, Idaho, Nevada, Utah, Washington, except that for California a \$1,000 surety bond executed in Illinois is required and for Washington the life insurance fee is \$11 initially and \$10 in succeeding years.

Situation in Other States

License fee for Maine residents is \$50, for Alabama \$25. A scale of \$25 for fire and casualty, \$10 for life is employed on residents of District of Columbia (a \$1,000 bond also being required); New Jersey, Tennessee (for fire and casualty), life \$22, which can be prorated by quarters, \$22, \$17, \$12 and \$10; \$20 and \$10 for Louisiana, New Mexico and New York.

Massachusetts, \$25 for one or two individuals in a firm, \$30 for three, \$10 for each additional; Michigan, \$30 for one to three persons covering all classifications if previously issued two or more licenses, and \$10 if previously issued only one.

Jones in Eastern N. Y. for Hanover and Fulton

Herbert D. Jones has been appointed state agent in eastern New York for Hanover and Fulton Fire. He will maintain headquarters at 90 State street, Albany. He succeeds George F. Krank, retired.

Mr. Jones attended the insurance course at New York University and started his career in the home office of Continental in 1927, becoming a special agent in 1940. He is secretary-treasurer of the Poughkeepsie Field Club and a member of the Albany Field Club.

Travelers Fire Men Back

Robert V. Holmes, Edward F. Ryan and Robert T. Steidel have been released from military service and returned with Travelers Fire. Mr. Holmes and Mr. Ryan have been appointed special agents in the Hartford territory and Mr. Steidel, a special agent in the Dayton territory.

Mr. Steidel served overseas 20 months in the European theater. He was a sergeant in the medical department.

95% Loss in Sprinklered Building



Loss of over \$1½ million, including U. & O., is estimated as a result of a fire which caused a 95% loss in the Borin Art Products Co. and the Western Tire & Supply Co., Cicero, Ill.

Both buildings were sprinklered risks, the water supply for the system coming from a 75,000 gallon gravity feed tank located at the rear of the building. The sprinkler system failed to work during the fire because about a week prior a leak had occurred in the tank which necessitated draining all the water.

The tank was enclosed in a boxlike structure and a leak in the pipe caused the water to drain into this, where it froze. Due to the accumulation of ice it was recommended that repair work not be started until after a thaw, but the fire occurred about five days later before any work could be done.

In addition to this, the regular city water system used by the fire department was insufficient, the cause for this

as yet being undetermined. Before the situation could be remedied the two buildings were total losses and the Brad Foote Gear Works, an adjoining building, also suffered an estimated \$50,000 loss.

The fire started in the Western Tire & Auto general offices, cause undetermined, and quickly spread to the Borin Art Works, where drums of paint and lacquer exploded. Total contents losses on these two are estimated at approximately \$450,000 each. The U. & O. loss is estimated at about \$500,000. The buildings were of modern construction, the roofs being the only wood design. However, contents of both structures were highly flammable.

L. A. Rose & Co., and Mark Winston & Co., were agents for the greater part of the insurance.

Western Adjustment and Underwriters Adjusting are coadjutors on the loss.

Agent's Earnings Disqualify Him for SS Benefits

LOUISVILLE—An insurance agent or solicitor is an employee and not an independent contractor, according to a ruling of Federal Judge Miller at Louisville Jan. 2, in a case involving Charles K. Johnson against the social security board.

Find Earnings Over \$15

Mr. Johnson, a retired employee of Southern Bell Tel. & Tel. Co., and beyond 65 years of age in September, 1943, became a special agent for Penn Mutual Life. The social security board ruled that his earnings were in excess of \$15 a month and that he was not entitled to social security benefits, in that he was employed.

Mr. Johnson contended that he was not an employee of Penn Mutual but an independent contractor, paid on a commission basis, that his time was his own, that he worked as it suited him, and that he was not under the direction of Penn Mutual.

The board ruled the facts constituted the relationship of employer and employee and Judge Miller upheld the board's ruling and sustained the motion for a summary ruling. The court also pointed out that a special statutory exemption excludes insurance agents from the social security act, but that factor was not present in the case.

Harding Middle Department Head of Northern, Eng.

G. Stetson Harding has been appointed secretary of Northern of London in charge of the Middle Department.

Mr. Harding, after completing the insurance course in New York University began, in 1918, his insurance career with North British & Mercantile as underwriter and inspector of the improved risk department, traveling the middle west. He resigned in 1924 to go with Westchester as underwriter in the special risk department.

In 1926 Mr. Harding joined the special risk department of Northern Assurance and later became fire underwriter. In 1934, he was appointed chief examiner.

In 1935, Mr. Harding was made special agent in the central Pennsylvania field, including western Maryland and eastern West Virginia. He became one of the leading field men in the territory and is a past president of the Pennsylvania Field Club of Harrisburg, a member of the executive committee of the Underwriters Association of the Middle Department.

In 1944, Mr. Harding was called to the home office and appointed assistant secretary.

Vol. II of N. Y. Report Out

NEW YORK—The New York department has issued Volume II of its annual report, covering fire and marine

Fisher Retires as Sask. Superintendent After 31 Years

Arthur E. Fisher, superintendent of insurance and fire commissioner of the province of Saskatchewan for more than 30 years, has retired and been succeeded by J. A. Young, former municipal clerk and administrative officer in the R.C. A.F.

Mr. Fisher was the senior insurance supervisory official in point of service on this continent.

In 1909 Mr. Fisher was appointed district manager for the Mutual Life of New York in Saskatchewan, a position he resigned in 1913 upon his appointment as superintendent for the province.

Additional official responsibilities were added to his duties through the years. In 1916 he was appointed fire commissioner; in 1936 he took over the administration of the companies inspection and licensing act; and in 1937 he was named registrar under the security frauds prevention act.

Mr. Fisher's greatest and best known achievements were in the field of inter-provincial and international cooperation in insurance matters. He called the first conference of superintendents of insurance of the four western provinces in 1914. He largely established the Association of Superintendents of Insurance of the Provinces of Canada. With the passing of Superintendent Garrett of British Columbia a year ago all his colleagues of the early days have either died or been retired.

Letters of regret on his retirement have been received from nearly every important insurance man in Canada.

Agree on Rating Bills for Kentucky

The all-industry committee's fire and casualty rating bills of the filing subject to disapproval type are to be introduced in the Kentucky legislature, which went into session Tuesday, as department measures.

This was announced by Commissioner Wilson, who held a two day session at Frankfort last week with representatives of about 15 industry groups. The first day was devoted to consideration of casualty legislation and the second day to fire. Mr. Wilson told the conferees that he is a strong advocate of the principle of filing subject to veto rather than rating legislation requiring prior approval.

He polled the group on its sentiments and all but the mutual and reciprocal spokesmen said they shared Mr. Wilson's preference for filing subject to disapproval. Mutual and reciprocal representatives voted for prior approval.

Whether the mutual-reciprocal interests will cause a prior approval bill to be introduced in competition to the department measure remains to be seen.

The local agents had gotten out a bill for Kentucky of the prior approval type which was modeled on the legislation designed early in 1945 by the Association of Casualty & Surety Executives and National Association of Mutual Casualty Companies. The agents' draft, however, was circulated before the latest all industry measures were unveiled and the agents' bill hence was discarded.

companies' business for 1943. The volume includes cooperative fire companies and Lloyds and reciprocals as well.



Harry B. Wilson

St. Paul Changes in New York

Takes Over A. F. Shaw Office, Establishes New Eastern Department

St. Paul F. & M. has consolidated its New York City business under one company management with the establishment of a department to be known as the eastern department under George W. Coward, formerly vice-president and general manager of the New York office of A. F. Shaw & Co.

St. Paul has acquired control of A. F. Shaw & Co. of New York and the business of that office, together with that of Fowler & Kavanagh and the business done through the inland marine office handled by William F. Boylan will be consolidated in one office. A lease has already been taken on the 11th floor of 80 John street to house the eastern department, but it will be some time before the offices can be moved to this central location.

Mr. Fowler and Mr. Kavanagh will remain connected with the new setup, supervising as manager and assistant manager of the fire business. Mr. Boylan will remain as inland marine manager. There will be no change in the relationship between St. Paul and W. H. McGee & Co., which will continue to operate as in the past.

The activities of St. Paul-Mercury Indemnity will also be consolidated in this new office, the surety business being under the supervision of George Podlesney as manager. The general casualty business will be under the supervision of G. P. Bartenfeld as in the past. Until the consolidation of the offices can be completed, the business will be handled as heretofore in their respective offices.

Mr. Coward has had an extensive insurance career, having been connected with Chubb & Son prior to becoming manager of A. F. Shaw & Co. in 1928.

Factory Mutuals Cancel All Cover on Power Houses of Public Utilities

The factory mutual companies, it has become known, as of Oct. 1 canceled all the insurance that they had been carrying on power houses for public utilities. Under the pertinent clause the factory mutuals were liable for electrical losses in these generating plants and they were getting so many claims of this type that the business was unprofitable. They felt that these losses properly should be insured as machinery risks. The remedy of using a restrictive clause so as to eliminate electrical losses apparently was not satisfactory to the assured.

The factory mutuals entered the field of public utility insurance just a few years ago. Factory Insurance Association does not insure such properties.

Dorman to New Duties with Crum & Forster

Fred J. Dorman has been appointed agency superintendent of the western department of Crum & Forster. He will continue in charge of the production department, but will also share underwriting responsibilities with Agency Superintendent C. G. Thro, who will be in general charge of the fire underwriting department.

Mr. Dorman was transferred to the western department about a year ago from the Minnesota field where he had been state agent for a number of years. His original employment was in the underwriting department of the Freeport office, following which he served as special agent in Indiana and Minnesota.

Mixed Reactions to Fire, Marine Loss Agreement

NEW YORK—The principal accomplishment of the agreement between National Board and Inland Marine Underwriters Association on handling losses involving overlapping coverage will be to eliminate the subrogation actions which previously complicated and often delayed the settlement of such losses, except in the case of negligence, when subrogation actions can be expected to be taken as before the agreement, not only against the bailee's insurer, but also against the bailee, if he has assets.

There will be little or no difference in the final result, even where negligence is clearly indicated. The household goods insurer will pay the 10% off premises coverage, and the bailee's insurer would be liable to the extent of his policy. But where negligence is indicated subrogation procedure would be followed.

Questions Are Posed

The agreement provides machinery for settling questions that may come up, and a good many already have been posed. For example, how will the insurer of the corner cleaner who sends rugs, clothes, laundry, etc., to the bailee where a fire occurs, be affected?

If the insured held out to the customer that she is insured, then his insurance policy is involved, to the extent the insurance of the primary bailee (where the loss occurred) is not sufficient to pay. Should the sub-bailee's insurer pay uninsured claims first? Should it pay the difference between the value of the article destroyed and the 10% off premises coverage?

Under the agreement the insurance of the bailee where the loss occurred is supposed to pay uninsured losses and the insurance paid by the household goods insurers. However, the bailee may not have sufficient insurance, as in the case of Sutton Rug Cleaners, Inc., Bronx, where there was 5% insurance to the value of the rugs lost; \$50,000 in comparison with a \$1 million loss. This gives rise to some of the above problems and others.

Show Insurance on Receipts

The suggestion is made that the bailee make a charge for insurance on a value declared by the customer. This is done in case of furs, and apparently could be done in connection with laundry, dry cleaning, rug refurbishing, etc. The charge for insurance would be added to the price for the service on the receipt given the customer. The receipts could be totaled at the end of the month and a report made to the insurer. Under these circumstances the household goods insurer could not proceed against the bailee's insurer, it is said. Actually, if the bailee's customer declared a value of \$300 and the value actually is \$400, she could collect the difference up to 10% of the household goods insurance.

It has been suggested that if bailee's customers insurance becomes too hazardous under the present agreement, a company might well write only a legal liability bailee's customers' policy. In that case, all claimants against the bailee's insurer would have to show negligence in order to sustain a subrogation action.

Where Cover Is Insufficient

Emphasis is laid by the I.M.U.A. and National Board on the benefits to the public which will be created by the elimination of disputes among insurers, one observer comments. Actually, while the agreement provides the basis for an eventual determination of where the liability shall rest, it does not expressly say which company shall make immediate payment pending allocation of the liabilities. For example, when a tailor sustains a loss of customer's property and there is some danger that his policy

may be insufficient, his insurer will make no adjustments until all claims have been received and investigation has been completed with regard to which customers have other insurance, etc. This investigation will be necessary before any losses can be paid since under the agreement otherwise uninsured customers must be paid first.

While these proceedings are being carried on customers who carry fire policies make payment and await developments on their subrogation rights. The agreement does not expressly provide that in such situations the fire companies shall make immediate payment although paragraph 7 under general conditions, which states that payments of losses or advances under loan agreements shall not affect the operation of the general agreement, would seem to imply that it is expected that payments or advances will be made by insurers who will ultimately receive reimbursement from other insurers.

No Advantage in Waiting

Thus, it is not the agreement which will cause the public to be paid promptly but rather the fact that no advantage is to be gained by shunting the claimant from one insurer to another, since the agreement will ultimately determine the respective rights of the companies. Previously it was the practice for adjusters to vie with one another in inducing claimants to press their claims against the other interested insurer because of the psychological advantage in putting the other insurer in a position where its sole recourse was a legal subrogation action.

Conflicting Coverage Rules

Generally speaking, the agreement sets up the following rules to govern conflicts in insurance coverage:

1. Specific policies are always primary and are liable regardless of other insurance procured by the same assured.
- (a) Specific policies are generally defined as policies covering a described object for an express amount or specifically covering at any named address or location.
- (b) Policies procured by a bailee exclusively covering property belonging to others is specific or primary and covers irrespective of other insurance by the same bailee under a general contents or stock policy which includes the property of others under "trust and commission" clauses.

Bailee Policy Primary

2. A bailee policy is always primary as against policies procured by an owner.
3. A bailee's policy covering customers' property is always primary as against the owner's insurance under "off premises" household contents form. This result is reached apparently without regard to the existence of an agreement providing that the property shall be at the risk of the owner or that the owner shall effect insurance on the property (principle 7). On the other hand, with respect to all other cases of conflict between a bailee's policy and an owner's policy, the bailee's policy is primary except if there be a written agreement between the owner and the bailee providing that the property shall be at the risk of the owner or that the owner shall effect insurance. Thus, if a person carries a household contents policy and a personal effects floater and deposits some personal effects with a bailee under an agreement pursuant to which the owner shall effect insurance on the property, principle 7 would relieve the household contents policy of liability and instead impose the liability on the bailee's insurer, whereas principle 8 would relieve the bailee's insurer of liability and place it instead on the personal effects policy.

Big Chicago Agency Building Plan

Rollins, Burdick, Hunter Co. Is Injecting New Blood

Rollins-Burdick-Hunter Co., Chicago local agents, are following a systematic plan in building up what might be called a junior foundation in their agency structure. They realize the great need these days of getting new material, training and schooling it to assume greater responsibility.

Therefore when men who have been in its employ return from the service the firm immediately studies the condition of each one, taking into consideration what he has accomplished for himself in uniform and then getting him to assume the same line of work or something perhaps more congenial. In other words there is a training period before he is assigned to full time duties. The firm demands more than a mere refresher course.

Rollins-Burdick-Hunter is paying the tuition of some young men in higher educational institutions if the members believe that the investment will be worthwhile. Not only are they revamping their own men who have been in the service but they are taking in new young men and putting them through the paces, preparing them for intelligent duty. The firm feels the necessity of building a strong juvenile foundation.

Through this process they expect to develop men that can be established in different positions in different locations throughout the city as special representatives of the firm. They want these men to be thoroughly acquainted with the firm, what it is trying to do, its tools, its equipment, its practices.

Myers Field Representative of General in Illinois

Clarence C. Myers, captain in the army, has been placed on inactive status and has been appointed by General of Seattle as field representative in central Illinois, with headquarters in the mid-west department office in Chicago.

He has been in the service for 3½ years and for the last two years has been chief of the fire protection standards section in the safety and security division of the office of chief of ordinance. Capt. Myers traveled throughout the country and became widely known among owners of industrial plants.

Before entering service he was for a number of years Chicago and Cook county branch manager of Badger Mutual Fire, an office which he opened, and later was in an important home office post. Previously he had a number of years' mutual experience in sales management.

Van Zile Is Experienced Hail Insurance Man

Loren G. Van Zile, recently appointed superintendent of the hail department of Fireman's Fund, is well-known in hail insurance circles.

He entered the field as an adjuster in 1925 and had several years' experience with the Rain and Hail Bureau as adjuster and special agent. He has operated branch offices for the Rain and Hail Bureau in Wichita and Spokane and later had supervision over seven states covered by the Chicago office.



L. G. Van Zile

Companies Vary in Field Roundup Plan

Many Will Renew These Gatherings Early in the Year

Fire companies are adopting different plans regarding field roundups this year. During the war period these conferences were pretty much abandoned. This will be the first year that the companies would feel free to have roundups but it is a question of whether very many of them will. Having had no conferences during the war some companies will continue that course. Others will call in field men a few at a time, while still others will have the general attendance.

Some executives declare that this will be an all important year in many respects and that field men should be particularly well informed as to the problems, trends of the business and the issues.

Tendency Toward Recklessness

Inasmuch as some of the organizations which have had disciplinary power over members are revising their rules so that the police function will be greatly minimized, the tendency may be for all to disregard some of the practices that heretofore have been regarded as fundamental to the best welfare of insurance.

Each company will more or less have to stand on its footing. Therefore executives who feel that general conferences are desirable say that various companies undoubtedly will experiment, will introduce new or changed practices and hence all hands should be well informed. There are a number of points, these executives say, which should be thoroughly understood by the field men so that they can pass the word along to local agents. Local agents will be confused because of the new order.

Many officials say that it is highly necessary for the field men to be informed in order that they can act accordingly when confronted with unusual procedure.

Utica Fire to Write Air Hull

Utica Fire is entering the hull aircraft field in New York state. It will write at a downward deviation of 15% from the rates of Mutual Aircraft Conference, having been accorded this deviation by the New York department.

Clark Doing Special Work for Insurance Exchange

The appointment of Grant Clark as manager of business development of the Insurance Exchange at Chicago by L. J. Sheridan & Co., managers of the building, is an unusual step in the conduct of office buildings housing insurance firms. Mr. Clark will attend important insurance organizations' conventions with the purpose of contacting individuals, familiarizing himself with the needs of the business and keeping current on trends. He attended the recent commissioners convention in Grand Rapids. Mr. Clark for nine years was associated with the management office of the Merchandise Mart at Chicago in a somewhat similar capacity. The appointment was made by General Manager Orr Goodson of the Exchange.



Grant Clark

Fire Department Instructors Conference Under Way at Memphis

The annual Fire Department Instructors Conference is under way at Memphis this week. These sessions are engineered by Richard E. Vernor, Western Actuarial Bureau, Chicago, who is president of the National Fire Protection Association. He made the introductory remarks at the assembly Tuesday morning.

Among those extending greetings were Commissioner McCormack of



R. E. Vernor



E. F. Reske

Tennessee and E. T. Holman, superintendent of the engineering department of Tennessee Inspection Bureau.

Chairman of the luncheon session that day was Elmer F. Reske, manager Cook County Inspection Bureau, Chicago.

Harry K. Rogers, Western Actuarial Bureau, conducted a part of the program Wednesday. Another speaker Wednesday was Calvin G. Lauber, engineer of the National Board. Chairman of the luncheon session Wednesday was Curtis R. Welborn, secretary of Underwriters Laboratories and the speaker was Horatio Bond, chief engineer N.F.P.A.

W. W. Hamilton, manager of the Chicago Board, is taking part in the fire prevention hour Thursday morning and State Fire Marshal Craig of Illinois is giving a talk, "Preventing Bowling Alley Fires."

George Tatnall, engineer of the National Board, is one of the speakers Friday morning and W. B. Larkin of the Missouri Inspection Bureau is one of the speakers at the final session Friday afternoon.

Coon Bearish on Bank Plan

The automobile finance question will constitute a prominent part of the program at a meeting of the Robert Morris Associates in Chicago Thursday afternoon. One of the speakers is Owen Coon, chairman of General Finance Co., of Chicago, chairman of Terminal National Bank, chairman of Mid-States Insurance Co. He believes that bankers are not equipped to handle automobile financing whether the business is developed with the aid of insurance agents or otherwise, because they lack the necessary servicing facilities and it is believed that he will expatiate on this thesis at this meeting. The gathering includes midwestern and eastern chapters of the organization.

Backs Insurance Broadcast

Robert M. Bowen, president of the South Boston Savings Bank, feeling that too few home owners understand insurance, is sponsoring a series of broadcasts over a Boston station explaining the protection offered by insurance. Mr. Bowen believes that this information, provided by a source not concerned with selling insurance, will be of genuine public service.

Hartford Club Elects

The Hartford Automobile Underwriters Club has elected these officers: President, John F. Harris, Travelers; vice-president, Howard W. Goodyear, Springfield F. & M.; secretary, S. A. Sanderson, Scottish Union; treasurer, William T. Lepper, Aetna Fire.

K. A. Dick and C. M. Hall Return to National Fire in Field Work

Kenneth A. Dick, after 2½ years in government service, has resumed duties as special agent in Kentucky for National Fire.

During the war he served as an engineer in the radar research service in the United States and the Pacific theater, and later was sent to Johns Hopkins University where he worked on government projects of a secret nature.

He has recently completed a refresher course in the western department office. Ensign Carl M. Hall, after 2½ years in the coast guard, has resumed duties as special agent in Iowa for National Fire. He has completed a month's refresher course in the western department office.

Lumbermen's Mutual Field Shifts

George Benham, who has been in the insurance business 17 years, has taken over field duties in New York and Connecticut for Lumbermen's Mutual of Ohio. David W. Caton, who was for 12 years with the Ohio Inspection Bureau and has had both inspection and field experience, will handle western Ohio. N. M. Poteyn will look after Kentucky and Tennessee and Jack Anderson has been transferred from New England to the home office at Mansfield, where he will specialize in inland marine coverage and also will cover eastern Ohio and Pennsylvania.

Correction on Teachers' Date

IN THE NATIONAL UNDERWRITER of Dec. 20, due to a typographical error, the date of the meeting of the American Association of University Teachers of Insurance in Cleveland was shown as Jan. 15. The correct date is Jan. 25.

Agency Now in 75th Year

The Van Houten & Sherwood general agency in Jersey City is celebrating its 75th anniversary. The officers are William F. Turner, president; John Rosamond, vice-president; and Dorothy L. Meyer, secretary.

FCIC Reports on 1945

Preliminary figures of Federal Crop Insurance Corp. show that during 1945, which was the first full year's operation under the revised federal crop insurance program, the premiums for cotton totaled 23,557,436 pounds and the indemnities amounted to 48,782,436 pounds giving a deficit of 25,225,000 pounds.

For wheat the premiums were 1,139,741 bushels, indemnities 310,122 and the difference \$29,619. For flax the premiums were 517,594 bushels, indemnities 263,129 and the difference 254,465.

The premiums but not the indemnities are shown for corn and tobacco. For corn-yield insurance the premiums were 316,743 bushels and investment insurance \$65,615. For tobacco-yield insurance, premiums were 1,275,659 pounds and investment insurance \$38,698.

New Canadian Tax Ruling

Under a new Canadian tax ruling, insurance companies are to pay premium tax on all premiums received in Canada, no matter where the insured person or property is located. Formerly the tax was payable only on premiums received from Canadian residents and on risks in Canada.

Resume Birmingham Study Course

The Birmingham Association of Insurance Agents has resumed its study course in fire and allied lines. Several men who recently returned from service are in the class. Wilbur K. Allen, who served with the Red Cross as field director, now back in insurance in Birmingham, is in charge as chairman of the association's education committee.

Appleton Rule Not Dead Letter, Dineen Insists

Although Superintendent Dineen of New York exercised his discretionary power in administering the so-called Appleton rule to the extent of permitting Employers Liability to write the personal property floater in states other than New York, he is by no means turning the Appleton rule into a dead letter, he makes clear in a clarifying statement. The Appleton rule provides in brief that a company may not write insurance in any other state that it is not permitted to write under the New York law.

The action in the Employers Liability case, he said, does not imply a general relaxation of the Appleton rule. He said that he has received requests from certain out-of-state mutual fire companies to be permitted to transact full coverage automobile insurance in states other than New York, but he holds that the transaction by a fire insurer of a major casualty line, particularly one as potentially hazardous as personal injury liability, is not comparable with the writing of the personal property floater and for this reason requests have been denied.

If there should be any extension of the coverage under a personal property floater beyond the accepted limitations of this form, Mr. Dineen stated that he will reconsider the ruling as it applies to such companies.

Insurers Study Air Freight Plans

Insurance circles are studying with interest plans just announced by United Air Lines for inauguration of air freight service over its coast-to-coast and Pacific Coast system effective Feb. 1.

United's air freight tariff shows rates as low as 27 cents a pound on shipments of 3,000 pounds from coast to coast. Typical examples of the new tariffs are: 25 pounds from New York to the Pacific Coast, \$8.78; 100 pounds, \$33.63; 25 pounds from Chicago to Los Angeles, \$6.46, for 100 pounds, \$24.35. The tariff is based on minimum shipments of 25 pounds.

Charges are graduated so as to give the lowest possible rates to volume shippers for long distance hauls.

United will continue to carry air express on all planes, with the air express division of Railway Express Agency serving as a pickup and delivery system. Air freight will be designed for the heavy package type of cargo, moving on less frequent schedules, with optional pickup and delivery.

Pickup and Delivery Service

Through contract arrangements with motor carriers, pickup and delivery service will be provided, at the option of air freight shippers or receivers, in the metropolitan areas of Boston, New York, Newark, Philadelphia, Detroit, Cleveland, Chicago, Denver, Los Angeles, Oakland and San Francisco. This will be separate from the air express pickup and delivery system provided by Railway Express. Pickup and delivery charges are additional.

United will start air freight operations with its present "Cargolines," but is studying the possible use of four-engine Douglas C-54's of the kind which the government now is delivering to United plus several new types of planes designed primarily for cargo.

If air cargo and air freight develop into a major activity, refinements in insurance coverage will undoubtedly be brought about to accommodate the protection to the nature of the risk. This may come through regular marine insurance channels as well as through aviation insurance departments. As yet, it is understood, the airlines are not prepared to handle a large volume of cargo.

APPEARING in national magazines during January, this advertisement warns the property-owning public of the possibility that they are under-insured if their insurance has not been checked recently against today's values. Available to America Fore Agents is supplementary advertising material in the form of direct mail, posters and newspaper mats to enable them to extend this warning to property-owners in their territory.

ARE YOUR ASSUREDS
FULLY
COVERED?

A Vital Message About Your Insurance!

Unless you have increased recently the amount of insurance you carry on your property and its contents, you are probably under-insured, and in case of loss, you may have to bear part of that loss yourself.

Since 1939 building and replacement costs have risen throughout the country on an average of 45%. If your insurance policies have not been reviewed in the past few months by a capable insurance agent or broker, do something about it at once!

The America Fore agent will be glad to assist you in determining the amount of insurance you need to cover today's values. Get in touch with him!

America Fore
INSURANCE GROUP

THE CONTINENTAL
FIDELITY-PHENIX
FIDELITY AND CASUALTY
(FIRE INSURANCE COMPANIES)
• • NIAGARA • •
AMERICAN EAGLE
COMPANY OF NEW YORK
Bernard M. Culver, President
Frank A. Christensen, Vice Pres.

Holmes Calls Whole Thing Off; Remains in State Post

HELENA—State Auditor Holmes of Montana announces that he definitely would not resign from office.

Mr. Holmes, who announced Sept. 19 that he would leave within three weeks to accept a position with National Farmers Union Automobile & Casualty of Denver, said the "whole thing has been called off and I intend to fill out my full term."

Mr. Holmes, also commissioner of insurance, has held the auditor's office since 1932, was reelected last year. His present term runs until Jan. 1, 1948.

Veterans Return to Zurich

Five veterans have recently returned to Zurich in Chicago. Robert P. Tobin, who was a lieutenant in the navy for three years, returns to the compensation claim department as an attorney. L. H. Davis returns to the home office claim department after 2½ years in the navy as a radio technician. After two years in the army Corp. John Lyons has rejoined the group claim department. Lt. Col. John Brogan has resumed his duties in the underwriting department after three years in the army. Edward Davis also has returned

to the underwriting department after two years in the army. He was a corporal.

Trophenbaum to Royal

Frank J. Trophenbaum, special agent of the Royal-Liverpool group in Chicago, has resigned and been appointed to do Cook county underwriting in the Corroon & Reynolds Cook county department there. He supplements the present staff consisting of Ernest C. Kollmann, Jr., fire underwriter, who formerly was connected for many years with the Critchell-Miller agency and the Moore, Case, Lyman & Hubbard agency, and Norman H. Wulft, assistant examiner.

Mr. Trophenbaum was connected with Royal-Liverpool for 14 years, first in the survey department, then the brokerage department, and later as special agent. Previously for six years he was with America Fore's western department in Chicago as assistant examiner.

Stickles to Return to Ind.

Clifford W. Stickles of Northwestern National has returned after more than two years in the navy, with plenty of action in the Pacific. He is spending this week at the home office in Milwaukee and probably will resume his field work in Indiana next week.

Name Arkansas Committees to Study State Coverage

LITTLE ROCK—Governor Laney has appointed two committees composed of prominent Arkansas local agents and company men to review the entire insurance program of the state in placing coverage on state-owned buildings and institutions.

Local agents on the committee on fire coverages are Eric Rogers, Jonesboro; W. E. Silliman, Camden, both past presidents of the Arkansas Association of Insurance Agents; Carroll W. Johnston, Morrilton, who is also a member of the Arkansas legislature; L. L. Lipe, Eudora, and Clyde McDonald, Newport. Company representatives include: Ralph H. Baker, William Apple, and J. K. Shepherd, general agents, and Henry Latham, state agent Aetna Fire.

The committee on casualty coverages includes William H. Williams, Little Rock; R. R. Brown, El Dorado, both members of the casualty committee of the Arkansas Association; Troy McNeil, Fort Smith; W. R. Alsobrook, Benton, and Jack East, Little Rock. Company representatives on this committee are Thomas T. Wilson, Arkansas manager U. S. F. & G., Little Rock, and Hal Norwood, Lewis & Norwood, general agents.

Va. Association Group Plan

RICHMOND—The plan for group life insurance for members of the Virginia Association of Insurance Agents is now in effect. Life of Virginia is the insurer. The plan provides that all those actively engaged in the insurance business and directly connected with members of the association are eligible for insurance. Officers, owners and partners of member agencies receive \$5,000 under the plan. Sub-agents, solicitors and department heads receive \$3,000. All other employees get \$1,000.

Those who join the association after the master policy has become effective are eligible after having been a member for 60 days.

Amount of insurance at the time the plan became effective was \$1,600,000 from 156 members. It is believed that the total will eventually reach \$2 million.

U. S. Aviation Cuts Rates

U. S. Aviation Underwriters has reduced aircraft liability rates on fixed base operations and for private owners. Reductions like those recently announced by Aero, Newhouse & Sayre and Associated Aviation Underwriters run to as much as 50%. Rates now apply to aircraft flying hours only instead of to both aircraft flying hours and passenger hours for service operators which permits the operator to keep only one record on each plane. The reductions for private owners are as much as 50% in public liability and property damage rates, with passenger liability reduced a lesser extent.

Ohio Division Staff Confers

The staff of the Ohio division of insurance recently held a conference in Columbus. The agenda included talks and discussions on reserves and accounting, casualty, hospitalization service vs. indemnity, the fire premium dollar, amortization of bonds, examination procedure, unauthorized insurance, recent opinions of the attorney general, liabilities of a life company, investigation of claims and underwriting violations, fraternal societies and records of mutual associations.

Mate Back with Eliel & Loeb

Corp. George Mate has returned from 3½ years army service to resume his position in Eliel & Loeb agency of Chicago as assistant to Norman Lenz in the marine department. Mr. Mate has had 14 years prior service with the agency.

National Board to Issue Full Report on Hartford Fire

The National Board will shortly issue a full report on the disastrous fire in the convalescent home in Hartford.

As an ironic coincidence, less than a month before the fire the board issued a bulletin giving suggestions regulating conversion of buildings for the use of nurseries, convalescent homes and homes for the aged.

Although a complete inspection had been made less than three weeks before the fire by the Hartford fire marshal, it is understood the building would not have met all requirements of the National Board.

Hill with Am. Casualty in Ky.

American Casualty has appointed George A. Hill as special agent for Kentucky. He was released in December from the navy, in which he held the rank of lieutenant. Prior to that he was with Edward J. Miller & Son, general agents at Louisville, for more than four years.

New Los Angeles Officers

LOS ANGELES—The Insurance Association of Los Angeles has elected A. J. White president and R. E. Bartles vice-president. New directors are Thomas E. Ashbrook, Kenneth Belknap, James P. Bennett, Caine Farrell, William Menn and Harry Perk, Jr.

Col. Mount in N. Y. Post Again

Lt. Col. John Mount has returned to the New York office of the North America companies in charge of the marine service department. He joined North America originally in 1928. He left the marine service department in 1942 to enlist in the army and served until recently in the office of chief of transportation.

Opens Facultative Unit

Home has opened a facultative reinsurance department with J. A. McCorkell as manager. The department has complete supervision of all assumed reinsurance previously handled by the service department of Home and National Liberty and is handling placing of ceded business for the reinsurance department.

Objects to North Continent Name

Continental has filed with the New York department objection to the title North Continent with which the new insurer of the Morris Plan Bank has been christened.



EENY, MEENY, MINEY, MO!

Take your pick . . . they all look alike. And so do insurance companies until you've tried what they have to offer an agent. Make no mistake about it, at Phoenix-London, "Home Office Co-operation" means just that.

Phoenix-London
GROUP

55 FIFTH AVENUE · NEW YORK

PHOENIX ASSURANCE CO., Ltd.
IMPERIAL ASSURANCE COMPANY
COLUMBIA INSURANCE COMPANY
UNITED FIREMEN'S INSURANCE CO.
THE UNION MARINE & GENERAL INSURANCE CO., Ltd.
LONDON GUARANTEE & ACCIDENT CO., Ltd.
PHOENIX INDEMNITY COMPANY

GENERAL AGENT CONTRACTS Available

For Fire & Inland Marine
In Following States:

MICHIGAN OHIO
INDIANA TENNESSEE
IOWA MINNESOTA

UTAH HOME FIRE INSURANCE COMPANY

SALT LAKE CITY, UTAH
Established 1886

For information write

A. B. KNOWLES & CO., INC.
Insurance Managers

175 W. Jackson Blvd., Chicago 4, Illinois

Fire

any issue
fire in
ord.
than a
issued
ulating
use of
homes

on had
before
shal, it
ld not
he Na-

pointed
ent for
in De-
he held
to that
& Son,
r more

nce As-
ected
Bartles
rs are
elknap,
il, Wil-

ain

urned to
Amer-
marine
North
left the
1942 to
until re-
trans-

ive re-
A. Mc-
artment
assumed
by the
nd Na-
placing
insurance

Name

ne New
the title
the new
ank has

NT

ine

HIO
SEE
OTA

RE

H

NC.

Illinois

GUARDIAN AGAINST FIRE IN 1877



from the Bettmann Archive

19th century fire signal displayed from a church tower in Charleston, South Carolina. This primitive method preceded the electric alarm system now commonly used.

Today's fire guardians include modern protection against financial loss. In just about every community in our land, National Fire Group agents stand as valuable aids—and advisors—to their communities.

And into each community goes National Fire service to assist agent and insured.

The National Fire Group

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS and TRADERS INSURANCE COMPANY

FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY

UNITED NATIONAL INDEMNITY COMPANY

EXECUTIVE AND ADMINISTRATIVE OFFICE, HARTFORD 15, CONN.

WESTERN DEPARTMENT

175 W. JACKSON BLVD., CHICAGO 4, ILL.



PACIFIC DEPARTMENT

234 BUSH STREET, SAN FRANCISCO 20, CAL.



MEMBER THE ASSOCIATED AVIATION UNDERWRITERS

City Self-Insurance Plan Fallacies Pointed Out

TORONTO—However superficially attractive self-insurance funds may be, they do not provide satisfactory protection for municipalities against risks that are great in amount and ever present, C. A. Ashley, political economy professor University of Toronto, concludes in a report on an independent survey made for the Canadian Underwriters Association.

The most favorable conditions for insurance are those in which the probable amount of loss from any one event is slight in comparison to the total value of the property covered. "These conditions appear to me to be conspicuously missing from municipal properties, which consist to a great extent of a small number of items, some of them of comparatively large value and sometimes grouped together," Mr. Ashley asserted.

Loss Figures Not Satisfactory

"I am not impressed by figures showing total payment of insurance premiums by municipalities against total payments in respect of losses over a period of years. The very nature of insurance is that, for most of those taking out insurance, total premiums paid should exceed total losses collected. The purpose of insurance is to provide protection against risk over a long period of time. The risk is always present, and it is necessarily true that the greater the protection, the more frequently are one's premiums going to help to meet the losses of others; for when one's own loss occurs one has the protection derived from the premiums of many others.

"In small cities and towns the value of the town hall is likely to be a very

large proportion of the total value of the municipal property; even in the large cities the town hall and the big schools are a formidable risk. Figures showing a comparison between total premiums paid per annum and the values of the largest individual items insured would give a better picture of the risk and its coverage than do figures showing premiums against losses recovered."

The fact that companies have found it wise to take the precaution to reinsure large and concentrated risks to escape large losses is evidence of the limitations of self-insurance. No insurance company would consider accepting, without reinsuring, the whole of the fire insurance of a large municipality.

Difficulty in Setting Up Fund

Even if self-insurance did not carry with it undue risks, which render it undesirable, the amounts which should be paid into insurance funds would need to be as large as the premiums currently charged by insurance companies until long term experience showed this to be unnecessary, Mr. Ashley points out. Further, outside insurance would be required until a large fund had been built up as the equivalent of the capital and reserves of a company. To reduce the amount of risk to that undertaken by insurance companies, reinsurance would be necessary, and this could, presumably, be placed only with insurance companies.

The investment, at 3% compound interest of 50 cents a year for every \$100 of property would take 65 years to build up to an amount equal to the value of the property (25 cents would take 86 years and 15 cents over 100 years); that is to say that if the annual premium is 50

cents per \$100 of property, a fund started at this time to invest the equivalent of the annual premium would cover the total possible loss only in 65 years. These figures are worthy of consideration by those who believe that a sufficiently large fund can be built up in a few years to give all the protection that is necessary to a municipality, for these are the figures which would have to be used. The administration of such a fund would, of course, cost money if it were carried out properly, Mr. Ashley emphasized.

The investment of self-insurance funds presents difficulties. Experience shows that government regulation of the investment of funds is often wiser than government use of funds which are set aside, supposedly, for specific purposes.

The question of municipal self-insurance is also covered in an article in "Municipal World," a Canadian publication, by R. Leopold Jones, research officer Canadian Underwriters Association. Not only is it impossible to rate for fire insurance purposes the municipal properties in any city on the experience of that city; one can go still further and state that the entire property of one or more cities, including privately-owned property, cannot be rated on its loss record, Mr. Jones asserts. With the possible exception of dwellings, no one class is self-supporting—in fact the fluctuation in the loss ratio for the whole country over the whole business are so great that the companies cannot guarantee a profit or loss in any one year or sequence of years. Canadian blue book records show that over a period of 70 years during which the government records have been kept, the insurance companies have made a profit of just over 5% of their premium income," Mr. Jones stated.

In determining the value of property quite often municipal records are not available, inadequate or obsolete, according to Mr. Jones. In any event it is only sound business for each mu-

Helm Soon to Celebrate 45th Year in Insurance

Harry E. Helm, secretary of Fidelity & Guaranty Fire, will celebrate his 45th anniversary in the insurance business on Feb. 1.

Mr. Helm began his career with German Fire of Indiana in the home office. After that company retired he was in the western department of National Fire in Chicago and later in the western department of Hartford Fire for about six years. He then went to Kansas City and joined the R. B. Jones & Sons agency, remaining there 10 years.

When F. & G. Fire was organized in 1929 he joined as assistant secretary in charge of production in the western department and in 1931 became secretary.

Witte's 50-Year Record

ST. LOUIS—Field men in the Oscar R. Witte & Co. entertained Oscar R. Witte, president of the agency, on his 50th anniversary in the insurance business.

A desk set, appropriately inscribed, was presented to Mr. Witte, who began his insurance career in 1895 as the secretary of the old Franklin Mutual Fire of St. Louis, later reinsured by National.

municipality to know the value of its own property, and until this is established the amount of insurance is only guesswork. Buildings and their contents have been found to have been either grossly overinsured or underinsured. A point that is often lost sight of is that in the event of destruction by fire the new building that would be erected would cost considerably more than the value of the destroyed building. Consequently, full insurance to the value of the municipal property is usually advisable, because even this will leave the municipality to provide some money for the new building.

La Oceanica, S.A.

SAN JUAN DE LETRAN 9 - 10TH FLOOR, MEXICO, D. F.

Telephones: 13-64-58, 18-37-58, 18-37-59.

AUTHORIZED CAPITAL: \$6,000,000.00 MEX. CY.

SUBSCRIBED CAPITAL: 2,000,000.00[MEX. CY.]

"LA OCEANICA," S.A., takes pleasure in offering its insurance facilities in Mexico to all of its clients who may be seeking fresh business outlets south of the border and who may be investing capital in new sources of income.

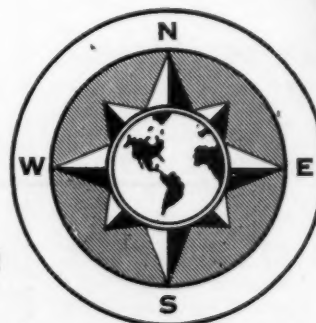
May we assist you in solving the many problems that may arise? We will gladly answer any queries you may have regarding Mexican or Latin American insurance laws or practices.

"LA OCEANICA," S.A., is one of the most heavily capitalized casualty insurance companies in the Mexican Republic and is reinsured by a group of strong American companies and Lloyd's of London.

MANAGING DIRECTOR: KENNETH PRICE

PRESIDENT: BRUNO PAGLIAI

Publication authorized by the Secretaria de Hacienda y Credito Publico. November 22, 1945. No. 305-111-15959. File No. 733.1/38995.



a proced
use, has
some in
looked i
tion to
simple r
errors.
spot-che
items of
machines
transcrib
of error
the field
The u
decide o
the tota
accuracy
of 10,000
check 40
tire 400
apparent
to show
in the
grossly c
With
dure wo
all were
would b
rect - o
tion, of
that the
inaccura
ly be the
and the
selected
The si
determin
the laws
of accura
is true o
ples to l
about th
is the co
these pr
The sy
data on
the testi
at any d
of 100%
conceiva
than 400
same dep
with abo
needed u
ods of sp
At pre
all items
curacy a
or "cont
not balan
can go b
there are
which co
able, is n
work. Ne
spot che
order to
smaller v
a less sk
with sequ
a greater
A repo
of Statis
by the s
lumbia
Scientific
and can
Universit
\$6.25. It
guage.

John A
Central M

Wartime Analysis Method May Aid Insurance Companies

Cuts Data Needed for Spot-Checking by About 50%

NEW YORK—"Sequential analysis," a procedure developed for war-industry use, has been released to the public and some insurance statisticians who have looked into it feel it may have application to insurance operations where a simple method is needed for checking errors. Some possible applications are spot-checking errors in non-controlled items on punched cards for tabulating machines, the checking of errors in any transcribing operation, and the spotting of errors in information sent in from the field.

The usual spot-checking method is to decide on the number of items, out of the total involved, to be checked for accuracy. For example, out of a total of 10,000 items it might be decided to check 400. This means checking the entire 400 even though it quickly becomes apparent that the final result is going to show the entire 10,000 are well within the required limit of accuracy or grossly deficient.

With sequential analysis the procedure would be to test, say, 30 items. If all were correct, no further testing would be needed. If all were incorrect—a highly improbable situation, of course—it could be assumed that the entire lot of 10,000 was too inaccurate for use. If, as would probably be the case, one or two were wrong and the rest right, another group of 30, selected at random, would be tested.

The size of the sample first tested is determined mathematically according to the laws of probability and the degree of accuracy desired in the test. The same is true of the number of succeeding samples to be tested, though the big point about the number of additional samples is the conclusiveness or lack of it which these progressive test results show.

The system provides all the necessary data on how far it is necessary to carry the testing process in order to arrive at any desired degree of accuracy short of 100%. In the instance given, it might conceivably be necessary to sample more than 400 items but on the average the same degree of accuracy can be attained with about half the quantity of data needed under the previously used methods of spot checking.

At present insurance companies check all items of major importance for accuracy and money items are balanced or "controlled," so that if the books do not balance the accounting department can go back and find the error. However, there are a number of types of data in which complete accuracy, while desirable, is not worth the extra expense and work. Nevertheless it is desirable to use spot checking as widely as possible in order to keep errors at a minimum. The smaller volume of data and the fact that a less skilled grade of help can be used with sequential analysis should facilitate a greater use of spot-checking.

A report entitled "Sequential Analysis of Statistical Data" has been prepared by the statistical research group of Columbia University for the Office of Scientific Research and Development and can be purchased from Columbia University Press, New York City for \$6.25. It is written in non-technical language.

John Adams, Jr., Boston manager of Central Manufacturers Mutual, was married to Miss Ruth Maddock of Groveland, Mass.

Contributes to Premiums

The constant increase in fire premiums is due very greatly to the great upward surge of values. An agent can take his own expiration list and if he has not revised his estimate of values he has a prospect for insurance in every file. An agent may have gotten an appraisal or given an estimate six months ago. That would not fill the bill today.

The upward turn is due largely to the difficulty in getting expert craftsmen and also the lack of materials. The present situation certainly opens the way for calls on assured to discuss with them this question of values and the best way to protect themselves. These calls also leave the way open for conversation on other insurance lines to which sufficient attention has not been given.

The North America companies have appointed J. H. McFadden manager at

Pittsburgh succeeding Fred W. Sippell, who retired recently after serving the company 21 years.

Mr. McFadden has been with North America since 1925, all in the Pittsburgh office which he joined as an automobile adjuster. In 1934 he became automobile special agent and in 1942 was made manager of the marine and automobile departments. A year later he became assistant manager of the Pittsburgh office.

Get sales training from experts in casualty and property lines. Write National Underwriter.

We Suggest...

A GOOD RESOLUTION to over a Million New Car Buyers...

OUR INSURANCE CALENDAR advertising starts the new year right with a reminder to new car buyers to consider the advantages of the local Bank and Agent Auto Plan—for this plan has a definite place in Fire Association Group advertising.

During the year, our advertising will carry more messages about the Plan.

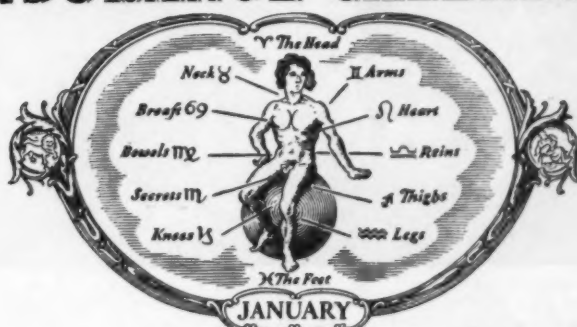


Over a million men who read U. S. NEWS and NATION'S BUSINESS will be reached. They are the kind of men who own property... who will be buying new cars as soon as dealers can deliver.

To you, the important thing is that many of those men are in your area. And, you are bound to benefit from their continued reading of reminders to use the Bank and Agent Auto Plan... And to keep insurance in line with rising values.

FIRE ASSOCIATION GROUP, 401 Walnut Street, Philadelphia 6, Pa. Branches in Atlanta, Chicago, Dallas, New York, San Francisco, Toronto.

INSURANCE CALENDAR



In January, 1733, Benjamin Franklin started Poor Richard's Almanack, vowing his purpose was to "do public good...and to make a little for Poor Richard." His "good" increased yearly, and so, in direct proportion, did his profits! Starting with an identical philosophy, public good from insurance has increased yearly at a steadily decreased rate! Witness Fire Association Group whose property insurance rates, consistently lowered, now net them only 2 3/4% on your premium dollar.

1946—JANUARY hath 31 days "Resolve to cherish peace..."

ASTRONOMICAL CALCULATIONS

EASTERN STANDARD TIME

JAN.	Latitude +38°	Latitude +35°
1	6:56 5:11 7:08 4:59	6:57 5:11 7:09 5:03
6	6:57 5:19 7:09 5:07	6:57 5:23 7:08 5:12
11	6:57 5:23 7:08 5:12	6:56 5:27 7:06 5:17
16	6:56 5:27 7:06 5:17	6:54 5:32 7:04 5:22
21	6:54 5:32 7:04 5:22	6:52 5:36 7:00 5:27
26	6:52 5:36 7:00 5:27	
31		

JAN.	Latitude +48°	Latitude +45°
1	7:22 4:45 7:38 4:28	7:22 4:49 7:38 4:33
6	7:22 4:49 7:38 4:33	7:22 4:54 7:37 4:39
11	7:22 4:54 7:37 4:39	7:20 5:00 7:35 4:45
16	7:20 5:00 7:35 4:45	7:18 5:05 7:32 4:52
21	7:18 5:05 7:32 4:52	7:14 5:11 7:27 4:58
26	7:14 5:11 7:27 4:58	7:10 5:17 7:22 5:05
31	7:10 5:17 7:22 5:05	

JAN.	Latitude +28°	Latitude +25°
1	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
6	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
11	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
16	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
21	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
26	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29
31	5:15 3:48 5:40 3:29	5:15 3:48 5:40 3:29

JAN.	Latitude +18°	Latitude +15°
1	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
6	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
11	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
16	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
21	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
26	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00
31	4:41 3:14 4:56 3:00	4:41 3:14 4:56 3:00

To obtain local times of sunrise and sunset: for longitudes other than the standard time meridians (i.e., 75°, 90°, 105°, and 120° for Eastern, Central, Mountain, and Pacific Standard Time), decrease the time four minutes for each degree east of the standard meridian, or increase the time four minutes for each degree west of the standard meridian.

- 1—Tu.—NEW YEAR'S DAY
- 2—W.—1788, Georgia ratified U.S. Constitution
- 3—Th.—New Moon, 7:30 A.M., E. S. T.
- 4—Fr.—1883, First appendix yanked (Ye Doc B. Grant)
- 5—Sa.—RESOLVED: to start 1946 right by checking property insurance. Call your Agent or Broker!
- 6—Su.—1912, New Mexico admitted to Union (47th)
- 7—M.—1789, First U.S. national election
- 8—Tu.—1863, Ground broken for Central Pacific R.R.
- 9—W.—1912, Equitable Bldg. fire—\$3,000,000 loss
- 10—Th.—First Quarter, 3:27 P.M., E. S. T.
- 11—Fr.—1942, Japan declared war on the Netherlands
- 12—Sa.—RESOLVED: to get complete property insurance coverage at present all-time low rates!
- 13—Su.—1840, SS Lexington burned on L.I. Sound
- 14—M.—1943, Casablanca conference
- 15—Tu.—1907, Lee deForest patented first radio tube
- 16—W.—1920, Prohibition Amendment became effective
- 17—Th.—Full Moon, 9:46 A.M., E. S. T.
- 18—Fr.—RESOLVED: to consider financing my new car through my local bank; insuring it through my local Agent.
- 19—Sa.—1892, Patent issued for modern trolley system
- 20—Su.—1936, Death of England's King George V
- 21—M.—1944, RAF dropped 2000 tons in France
- 22—Tu.—1932, Reconstruction Finance Corp. created
- 23—W.—1933, "Lame Duck" Amendment was ratified
- 24—Th.—1750, Constantinople fire—\$35,000,000 damage
- 25—Fr.—Last Quarter, 12:00 Noon, E. S. T.
- 26—Sa.—1788, Australia settled by British
- 27—Su.—1832, Lewis Carroll, author of "Alice", born
- 28—M.—1855, Panama railroad completed
- 29—Tu.—1944, U.S. began bombardment Wake, Marshalls
- 30—W.—1929, Public announcement of Relativity Theory
- 31—Th.—1943, German generals surrendered Stalingrad

OBSERVATION for January: As wartime controls are lifted, property values may change while you're looking the other way!

MORAL for January: Have your Agent or Broker review your property insurance regularly.

PROPERTY INSURANCE
Fire—Automobile—Marine

FIRE ASSOCIATION GROUP

Fire Association of Philadelphia
The Reliance Insurance Company
PHILADELPHIA

Lumbermen's Insurance Company
Philadelphia National Insurance Company
PENNSYLVANIA

SYMBOL OF SECURITY SINCE 1811



-but it meant a
\$450,000 FIRE LOSS!

Put yourself in the place of the owners of this plant. Three of your buildings completely destroyed, with a fire loss of \$450,000—all because your fire protection did not protect.

Not a pleasant situation—

But there is another side to the fire-protection picture. We call it the "Automatic" Sprinkler side. Long years ago "Automatic" Sprinkler established a course of action from which it has never deviated—to produce fire protection systems and devices that answer the need for complete and adequate protection, no matter what the fire hazard.

This policy has paid handsome dividends to users of "Automatic" Sprinkler equipment. It will continue to do so. For singleness of purpose, coupled with intelligent and persistent research, has resulted in fire protection that really protects.

"Automatic" engineers are well qualified to help solve your fire hazard problems.

Write us today.

"Automatic" Sprinkler

"AUTOMATIC" SPRINKLER CORPORATION OF AMERICA

YOUNGSTOWN, OHIO OFFICES IN 36 CITIES

"Automatic" Sprinkler manufactures and installs a complete line of fire protection devices and systems for all types of fire hazards. Listed by Underwriters' Laboratories, Inc., and approved by Factory Mutual Laboratories.



A famous member of the "Automatic" Sprinkler Family. Provides adequate protection from quench tank, transformer, oil line and other fires of flammable liquid origin.

SALES IDEAS OF THE WEEK

Cartoons on Gift Tumblers Build Sales for N. Y. Broker

NEW YORK—A set of half a dozen drinking glasses, each tumbler decorated with cartoons which tie in with an advertising message, is the latest and most elaborate of the sales promotion material which Leo H. Waldman, New York City broker, has used successfully for several years in developing and holding business. Sent out as Christmas remembrances, the glasses proved an immediate hit, the cartoon panels on the sides causing much amusement and comment among recipients and their friends.

The type of cartoon employed has become Mr. Waldman's trademark. He has used them on blotters and book matches in periodic mailings. Each glass or blotter has a series of three cartoons, the first two pictures giving real

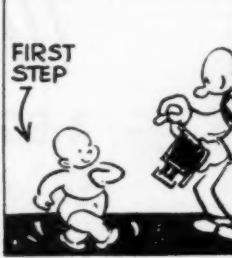
izes in business among truck lines. While he utilized the drinking glasses for distribution among truck line prospects and clients he had them made up with his general personal business in mind. However, he has made extensive use of a special series of blotters and other material for use in the trucking industry. For example one shows a truck driver telling his boss, "I want to report an accident." The boss asks, "Boy or girl?"

Many of these trucking industry blotters are slanted to help promote safe driving and efficiency among truck drivers. Mr. Waldman supplies enough blotters so that the management can put one each week in the driver's pay envelope. The drivers are informed that anyone who collects 50 of these blotters

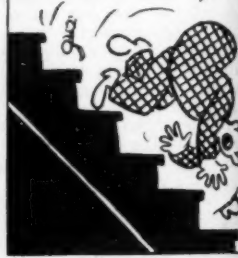
WHEN THIS HAPPENS
MAKE A CHANGE.



WHEN THIS HAPPENS
TAKE A PICTURE.



BEFORE THIS HAPPENS
SEE LEO H. WALDMAN



**TODAY'S LOSS IS NOT COVERED BY TOMORROW'S POLICY
INSURE TODAY—CALL CHelsea 2-4785**

or fanciful advice on what to do in various situations unrelated to insurance while the third picture illustrates one of the numerous hazards against which insurance should be carried and is captioned, "Before This Happens See Leo H. Waldman." The illustration shows a typical strip. Running below the panel is Mr. Waldman's slogan, "Today's Loss Is Not Covered by Tomorrow's Policy. Insure Today—Call Chelsea 2-4785."

Naturally, it is still too early to tell how the drinking-glass promotion will pay off in business but judging from some of the letters Mr. Waldman has received it should top his success with other mailing pieces. Here are some of the comments:

"The matches will remind me of you every time I light up and the glasses will remind me of you if I ever get lit up."

"The glasses brought a ray of sunshine into a war-torn world, at least into this section of it. I enjoy the funny pictures. Guess I'll have to do my part to make sure they keep on coming."

"The glasses with the inimitable Waldman touch came safely. I don't know how in hell you do it."

"Received your much appreciated gift of set of glasses and you may be assured they will be put to good use and you will be often remembered when so doing."

Mr. Waldman finds that his sales promotion makes selling an insurance salesman's dream. It completely eliminates the brush-off. Even cold-canvass prospects to whom he sends material give him a cordial reception when he calls for the first time. The blotters alone have been marvelous door openers. Mr. Waldman says he would not give two cents a thousand for the usual advertising blotter but is willing to go to quite an expense to put out something that is really distinctive or applies specially to an industry in which he is seeking business.

In the latter connection, he special-

will be entitled to a present.

Each driver is also informed that occasionally some one will stop him and ask if he has the duplicate to the blotter he is shown. If he has he will get a dollar bill. If he hasn't he gets a memorandum pad, so he wins something either way.

The theme of these mailing pieces is to report accidents immediately, to get names of witnesses to accidents, to use care and caution in driving and to deliver the goods expeditiously.

While the primary aim is getting the truck line's business it also results in much personal business—life and general—from men in the trucking business.

Mo. Anti-Trust Hearing March 18

JEFFERSON CITY—The Missouri supreme court has set March 18 as date for final arguments in the fire insurance antitrust quo warranto proceedings brought by Attorney General McKittrick and allowed Special Commissioner John H. Winsdor of Boonville an additional \$10,000 fee, bringing his total fees to \$32,500 plus expenses.

Hold Everything, Hobbs Says

Commissioner Hobbs of Kansas has issued an order that filings under the new casualty rating law, which became effective Jan. 1, are not to be made until he calls for them. In the meantime, present filings will remain in effect.

ATTENTION AGENCIES AND COMPANIES

• • • an excellent opportunity to secure the services of a • • •
Fire Manager and Contact Man.
Experienced, capable, production minded, familiar with Casualty & inland marine, excellent recommendations. Address E-41, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

UNION

Clancy, ident of Underw member Club, C. He is m this a trip to Jan. 23. afternoon a.m. Jan. York at of the m ance. H Mutual He is a that has his offic informat date. His s Future."

HANOVER

The v Fire w Chicago F. E. S. S. McK home o Western

SALOMO

Walte ant mar Casualty and then zens Ca New Co come as Co. of Mr. Sal Decemb railroad and Gen charged.

DAHLIN

Lester gional l Chicago repla entered ing was army af cific. H vention in Chica

R. D. BY

Richa released most fo Byrne, cago. who die ers of th P. Byrn army air A gra Mr. Byrn departm

UN

This Under both a goo Marin travel

FER

100

AS SEEN FROM CHICAGO

UNION LEAGUE LUNCHEON

Clancy D. Connell of New York, president of the National Association of Life Underwriters, will address the insurance membership group of the Union League Club, Chicago, at a luncheon Jan. 24. He is making a special stopover to keep this assignment. He will be closing a trip to the coast and will be in Denver Jan. 23. He will leave there in the late afternoon, arriving in Chicago at 10:30 a.m. Jan. 24, and will leave for New York at 2:30 p.m. Mr. Connell is one of the most dynamic characters in insurance. He is head of the large Provident Mutual Life agency in New York City. He is a man who is probing every factor that has a bearing on insurance. Through his office channels flow much valuable information that is accurate and up to date.

His subject will be "Insurance—The Future."

HANOVER'S FIELD RALLY

The western department of Hanover Fire will hold a field conference in Chicago Jan. 21, at which President F. E. Sammons and Vice-President Ben S. McKeel will be present from the home office. The affair is in charge of Western Manager John Rygel.

SALOMON WITH FEILER-DEUSS

Walter A. Salomon, formerly assistant manager of the old New Century Casualty at the home office in Chicago and then associate manager of the Citizens Casualty branch office there when New Century was taken over, has become associated with Feiler-Deuss & Co. of Chicago as staff adjuster. Mr. Salomon went into the service in December, 1943, being with the 716th railroad operating battalion in France and Germany. He has just been discharged.

DAHLING WITH MASTIN & CO.

Lester W. Dahling has become regional loss prevention manager for the Chicago office of T. H. Mastin & Co., replacing R. E. Grello, who has entered the sales department. Mr. Dahling was recently discharged from the army after two years in the South Pacific. He formerly was in the loss prevention department of Liberty Mutual in Chicago.

R. D. BYRNE JOINS FATHER'S AGENCY

Richard D. Byrne, who has just been released from the coast guard after almost four years service, has joined the Byrne, Byrne & Hahn agency in Chicago. His father, P. Francis Byrne, who died in 1941, was one of the founders of the firm and his brother, William P. Byrne, recently discharged from the army air forces, is a partner.

A graduate of Holy Cross College, Mr. Byrne was with the western marine department of Fireman's Fund for about

four years before entering the service, first in the Chicago office and later as marine special agent at Detroit. He entered the coast guard as a chief petty officer in intelligence work and was stationed in San Francisco for about eight months. Commissioned an ensign after training at the coast guard academy, he commanded a submarine chaser in the Caribbean area and rose to lieutenant

(j.g.). He was later promoted to full lieutenant and served as executive officer on a coast guard freight ship in the Pacific area until his release last month.

BRADLEY NAMED LOSS MANAGER

B. Westbrook Bradley of the loss department of the Fireman's Fund fleet in the western department at Chicago has resigned and been appointed manager of the loss department of Fred S. James & Co., there. He is a graduate of University of Southern California law school and did post graduate work at Leland

Stanford University where he gained the degree of S. J. D.

IRLAND REJOINS ALL-RISKS

Capt. John E. Irland has returned from service with General Patton's 7th army in France and Germany and has rejoined All-Risks, Inc., of Chicago as a Lloyds underwriter. He went into the army early in 1942, becoming a second lieutenant and being advanced in the field to first lieutenant and then captain. Before entering service he was a vice-president of All-Risks handling



HOME SWEET HOME... IN SPITE OF IT ALL

Fortunately for us, not many Personal Property Floaters suffer such shocks to our Loss Department. And even a PPF wouldn't make this home-owner happy.

But the existence of these very real hazards, and the need for coverage against numerous others, keeps many a smart agent in the money. Not just in boom times, either, but all the time. For many a profitable agency has been built on the principal of writing all the necessary insurance for middle- and upper-class home-owners. These people pay \$200, \$500, \$700 a year in fire and casualty insurance premiums. A hundred such clients make a very nice business indeed, because they're very little trouble, and they

keep right on paying their bills.

The list suggests the many lines that may be needed by such prospects. The important point about this list is that most of the people who need these lines will buy them — you only need to explain them in person, and ask for the business. And of those who do have most of these lines, by far the majority don't have large enough policies.

Agents who represent the Security Insurance Companies have the backing — all the way — of a modern, progressive multiple-line organization with well-informed, helpful fieldmen. Security for your agency as well as your clients will require such companies in the hotly competitive days to come.

Personal and Residential Insurance Check List

- Additional Living Expense
- Automobile
- Camera & Equipment Floater
- Comprehensive Liability
- Employers Liability
- Explosion
- Extended Coverage
- Fine Arts
- Fire
- Fur Floater
- Glass Insurance
- Golf Liability
- Hold-Up Insurance
- Jewelry Floater
- Medical Expense Endorsement — Auto BI
- Money and Securities
- Destruction Policy
- Motor Boats
- Musical Instrument Floater
- Personal Effects Floater
- Personal Property Floater
- Residence & Outside Theft
- Silverware Floater
- Stamp Collection Floater

FIRE UNDERWRITER

This man has had 14 years Fire Underwriting experience with both company and agency. Has a good understanding of Inland Marine. Wants to locate in, or travel out of St. Louis.

FERGASON PERSONNEL

Insurance Personnel Exclusively
100 W. Jackson Blvd., Chicago 4, Illinois



Security Insurance Companies

SECURITY INSURANCE COMPANY OF NEW HAVEN
THE EAST & WEST INSURANCE COMPANY OF NEW HAVEN,
NEW HAVEN UNDERWRITERS
THE CONNECTICUT INDEMNITY COMPANY
1841 — SECURITY. THE NATION'S WATCHWORD — 1946



CONSTRUCTION AND REPLACEMENT COSTS ARE THE HIGHEST IN OUR HISTORY!

Get the insurance coverage of your clients squared up with these. Regardless of who is to blame, "squaring" yourself with one of them who has suffered an under-insured loss is not easy.

IT IS BETTER PLANNING TO PLAY SAFE!



THE SPRINGFIELD GROUP

W. B. CRUTTENDEN, President

SPRINGFIELD FIRE & MARINE INSURANCE COMPANY	SPRINGFIELD, MASS.
CONSTITUTION DEPARTMENT	SPRINGFIELD, MASS.
SENTINEL FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.
MICHIGAN FIRE & MARINE INSURANCE COMPANY	DETROIT, MICH.
NEW ENGLAND FIRE INSURANCE COMPANY	SPRINGFIELD, MASS.

OF FIRE INSURANCE COMPANIES

"Claims arising under the company's policies are promptly paid when properly presented and proven. Resisted claims are few. Claimants are fairly and impartially treated, and the disposition of the company is to settle its policy obligations in accordance with its contract and without undue delay."

*From convention examination conducted by
States of Texas, Missouri and Indiana*



Fire : Automobile : Inland Marine

Lloyds underwriting and special risks, for 5½ years. L. F. Hawley is vice-president of All-Risks and of Newhouse & Sayre in Chicago.

FIELD

Name Harrington in Seattle

SEATTLE—Paul F. Harrington, New York Underwriters, was elected president of the Special Agents Association of the Pacific Northwest (western Washington division) at the annual meeting here. He succeeds H. R. Breshears, American.

Carl F. Zecher was elected vice-president, and Fred W. Valley, who recently returned to his old field post with Royal-Liverpool after over four years in the navy, was chosen secretary-treasurer. Mr. Breshears and G. A. Warburton, George C. Newell & Co., were elected executive committeemen.

Mr. Breshears stressed the opportunity for developing premium income in the northwest. He called particular attention to the heavy influx of new population which is certain to result in much new construction.

Mr. Breshears was elected to serve as the new chairman of the contact committee, succeeding F. P. Guptill, Hartford Fire. He will go to San Francisco January 22 for the conference of field men and agents with the Washington Advisory Committee.

At the banquet Commissioner Sullivan announced that the work of drafting the new insurance code for presentation to the 1947 legislature has been started under the direction of R. D. Williams, special deputy. He urged field men to cooperate.

The Oregon division will be host to the western Washington division at an annual joint conference in Portland, Jan. 11.

The Oregon field men have elected Lotus M. Conser, Fidelity & Guaranty Fire, president, and F. M. Gatter, Phil Grossmayer Co., vice-president.

Boston, Old Colony Divide Two States

LANSING, MICH.—Earl Gibbs, manager of the western department of Boston and Old Colony, has announced a reorganization of the Michigan and Ohio fields under which the state is divided and each section assigned to its own state agent.

H. W. Rollins, who has been state agent for all of Ohio, now has been given the eastern half of the state, with Carroll Macgregor becoming state agent for the western half. Both will continue to make Columbus their headquarters. Mr. Macgregor has been a special agent in Ohio for some time.

Similarly, William D. Cameron, Michigan state agent, hereafter will concentrate on the southern portion of the lower peninsula, with Lloyd C. Folkenhagen, former special agent, who has just returned after three years' service in the army, becoming state agent for the northern portion of the lower peninsula and all of the upper peninsula. For the time being, both will work out of Lansing, but Mr. Folkenhagen probably will eventually make his headquarters at Saginaw.

Plans for Ill. Blue Goose Party Feb. 16 Are Perfected

A definite decision was made this week by the entertainment committee of the Illinois Blue Goose to go ahead with plans for a dinner dance at the Lake Shore Club, Chicago, Feb. 16. Sufficient reservations have been made so that the committee can give the necessary guaranty of 100 and it is expected that considerably more than that will

turn out. The party, it was decided, shall be strictly informal. The cost is \$3.50 a person. J. Lewis Cassell, London Assurance, chairman of the entertainment committee, is in charge.

Fireman's Fund Coast Field Men Confer at Home Office

Field men from the 11 western states are at the home offices of Fireman's Fund in San Francisco this week, conferring with head office executives on plans for this year, post-war conditions and trends which they will be called upon to meet.

Last month the chief departmental heads from New York, Boston, Atlanta and Chicago held a conference in San Francisco for the same purpose.

Three Grand Nest Officers at Illinois Dinner

Three grand nest officers are to participate in the dinner and initiation of the Illinois Blue Goose at Springfield Jan. 30. They are Phil M. Winchester, F.C.A.B., New York, most loyal grand gander; J. Ray Hull, American States Fire, Indianapolis, grand keeper, and R. A. Kenzel, Phoenix of London, Milwaukee, grand wielder.

The semi-annual meeting of the Illinois Fire Underwriters Association is being held in Springfield the following day.

J. C. O'Connor, editor of the Fire, Casualty & Surety Bulletins, will give a talk on the new New York standard policy that became effective in Illinois Jan. 1, and there will be a well informed speaker on the bank-agent auto plan.

The Illinois Fire Prevention Association is conducting an inspection program of Springfield Jan. 29-30. Harry K. Rogers of the Western Actuarial Bureau will give several talks and field men will address several civic clubs and

**EARNED
BY
ACHIEVEMENT**

Respectability

**SECURITY FIRE
INSURANCE COMPANY**

Since 1883

Davenport

Iowa

THE
PHOENIX-CONNECTICUT
GROUP
of
Fire Insurance Companies



The Phoenix
Insurance Company, Hartford, Conn.
1854

The Connecticut
Fire Insurance Company, Hartford, Conn.
1860

FOUITABLE
Fire & Marine Insurance Company
Providence, R.I.
1859

ATLANTIC FIRE INSURANCE CO.
Raleigh, North Carolina

THE CENTRAL STATES FIRE INS. CO.
Wichita, Kansas

GREAT EASTERN FIRE INSURANCE CO.
White Plains, N. Y.

MINNEAPOLIS F. & M. INSURANCE CO.
Minneapolis, Minn.

RELIANCE INS. CO. OF CANADA
Montreal, Canada



HARTFORD
30 Trinity Street

CHICAGO
Insurance Exchange

NEW YORK
110 William Street

SAN FRANCISCO
220 Montgomery Street

MONTREAL
485 McGill Street



All Forms of Fire and
Property Insurance including
Ocean and Inland Marine

Country-wide Brokerage Service

TIME TRIED & FIRE TESTED

grade schools. There will be a public meeting the evening of Jan. 29.

Auto Plan Minn. Field Topic

Field men of Minnesota will explore the possibilities of the bank-agency auto plan at a meeting of the Minnesota Underwriters Association Jan. 28 in Minneapolis. Clyde Hoff, secretary of Dunning & Dunning, Duluth, will explain the plan.

Weber to Missouri Field

Glens Falls has named Francis J. Weber special agent for Missouri, excluding Kansas City. Mr. Weber transfers to St. Louis from Chicago where he has been a rating engineer for Glens Falls since May, 1940.

Stevenson to Agency Field

Gibson Stevenson has resigned as state agent for several companies of the Loyalty group in Louisiana and will enter the local agency field. He and Stanwood Duval, who has just been released as first lieutenant in the marines, have purchased the Whitney agency at Houma, La., changing the name to Duval, Stevenson & Whitney.

Speaking Course in Indianapolis

Sponsored by the Indiana Fire Prevention Association, a public speaking course was launched in Indianapolis Monday. It starts with an enrollment of 39 and 30 attended the first session. Prof. C. H. Walters, instructor in public speaking at Butler University, is the instructor.

Charles W. Barger, Cooling-Grumme-Mumford Co., is chairman of the group; J. Walter Byrne, American, vice-chairman, and Frank J. Welch, Home, secretary-treasurer. Mr. Byrne is president of the Fire Prevention Association.

Fete Nebraska Graybeards

The Nebraska Blue Goose had a big party at the Omaha Athletic Club, in honor of those who have been members for 25 years or more. The old timers attending were: R. H. Baldwin, W. P. Blinn, Glen Cavanaugh, O. W. Chapin, James E. Foster, E. S. Freeman, R. E. Glass, Chas. U. Hendrickson, Earl H. Jorgensen, H. W. Lindquist, John S. Little, J. R. McLaughlin, Harry H. Miller, Victor H. Miller, John K. Morrison, Gus Wise.

Gifts were presented to the following, who are leaving the pond: Lester J. Brown, Robert E. Glass, Fred Sabin, R. D. Voss.

About 100 turned out.

William Butler, Oklahoma City, has joined North America, not New York Underwriters as previously reported. He has been in the navy and previously was with the Oklahoma Audit Bureau.

Mich. Cities' Fire Losses at High Point in 1945

LANSING—Fire losses in 1945 in most Michigan cities ran far above average, according to reports so far available.

Lansing had the worst record in its history, due chiefly to a pair of incendiary blazes on the same night and two bowling alley fires, one of which spread to a plumbing supply warehouse. The total was \$496,685 or slightly more than \$5.51 per capita. In 1944, also a bad year, the loss total was \$370,838.

Battle Creek also had one of its worst years, with a total loss considerably in excess of \$500,000, probably around \$10 per capita. The Stone Arcade building fire, in which a dozen or more stores were destroyed or damaged, accounted for \$400,000 of this.

Kalamazoo had an even worse record, with loss exceeding \$1 million, a per capita of \$20 or more. The J. R. Jones Sons store loss there was close to \$500,000.

Flint had losses totaling \$304,138, while Pontiac's loss totaled \$231,795.

hold and increase
your automobile insurance business
with this simple, effective
Bank and Agent Auto Plan



You bring your clients a complete, low-cost financing service

...AND...

You get the opportunity to provide the necessary insurance—with premiums included right in the financing

1. The "Security-Way" Credit Plan is streamlined—it is possible for you to close transactions after banking hours and on Sundays and holidays.
2. Fast service—simple procedure, easy-to-use forms.
3. 120 Offices and Branches—there's one conveniently near you and your clients.
4. Free, attractive advertising material you can mail to prospects—imprinted with your name, address and telephone number.



For complete information phone, write or see your nearest Branch Manager

SECURITY-FIRST NATIONAL BANK

OF LOS ANGELES

Head Office: Sixth & Spring Sts., Los Angeles

120 OFFICES AND BRANCHES—FROM FRESNO TO THE IMPERIAL VALLEY

NEWS OF THE COMPANIES

Hopps Controls Pioneer Equitable

Stewart B. Hopps has been elected president, and Lowell M. Birrell, board chairman by Pioneer Equitable of Lebanon, Ind. Mr. Hopps is also president of International Utilities Corp., board chairman of William Penn Fire, president U. S. Marine & Foreign Securities Corp., chairman executive committee of Securities Corporation General, director of Rhode Island and director of Towne Realty Co.

Mr. Birrell is also president of Claude Neon Lights Co. and Greater New York Industries, and board chairman of the Anemostat Corp.

Tipton R. Ross has been the president and main factor in Pioneer Equitable. He has operated on an individualistic basis.

As of Dec. 31, 1944, assets of Pioneer Equitable were \$364,549; premium reserve \$67,019; capital, \$213,000; net surplus, \$36,260. Net premiums written were \$29,572, losses paid \$57,020.

Claude Neon Light Co., Inc., of which Mr. Birrell is president, has purchased more than 95% of the stock of Pioneer Equitable and has made contribution to its surplus which has brought its assets to more than \$5 million with policyholders surplus now standing at more than \$3½ million, according to Mr. Hopps. A recent examination by the Indiana department showed that just prior to Pioneer Equitable's change in control it had capital of \$200,000 and surplus of \$1,400,000. For the present capital will remain at \$200,000, the contributions all going into surplus.

Under the new ownership one of Pioneer Equitable's functions will be to serve as a recipient for reinsurance. Mr. Hopps has been influential in developing reinsurance business from companies abroad, particularly Latin America. Some of this business has gone to La Metropolitan of Havana, to Ultramar Corporation of Havana, which acts as manager in Latin America for Metropolitan, and a number of other companies including until recently Rhode Island and Louisville Fire & Marine and William Penn Fire.

Last November the Hopps' interests

and the Metropolitan-Ultramar parted company and as a result the former plans to exert their influence to direct the reinsurance business formerly going to Metropolitan sent to Pioneer Equitable.

Metropolitan owns 23% of the Rhode Island stock directly and by reason of

can find a roosting place. Values in household storage houses are far greater than usual because of the fact that nearly all the space is taken.

Inspectors have found that some of these warehouses are not in excellent condition from a fire standpoint.

PIPE DUXBURY ABOARD

On the occasion of his assuming active leadership of the North British group, as U. S. manager, George Duxbury was tendered a luncheon by his executive staff and department heads.

Following the luncheon, Assistant Manager John L. Mylod presented Mr. Duxbury with a pen and pencil set and binoculars.

On his first official day as manager, Mr. Duxbury found his office bedecked with floral tributes. He also received many congratulatory messages.

J. H. MARTIN MADE PARTNER

John H. Martin has returned to Frank & DuBois after having been in the army since 1942, and has been elected a partner. He is a son of Frank B. Martin, a Frank & DuBois partner.

A first lieutenant in the field artillery, John Martin served in the Africa and Sicily campaigns and landed on D-day at Omaha Beach in Normandy. He was with Frank & DuBois for five years prior to his enlistment. He will operate in the production end of the business.



STEWART B. HOPPS

owning a 60% interest in Louisville Fire & Marine, it also controls a 20% stock interest which Louisville F. & M. has in Rhode Island stock.

The Louisville F. & M. stockholder fight reported in last week's issue is another facet of the split-up between the Hopps and the Godoy interests, Enrique Godoy being president of Metropolitan and of Ultramar of Havana.

Rhode Island Capital Up

Rhode Island has sold privately 200,000 additional shares of its capital stock for an increase of \$1,475,000, making a total capital of \$2,725,000.

To Take Re Out of Reassurance

Stockholders of Metropolitan Fire Reassurance of Hartford at the annual meeting in February will act on the recommendation of the directors that the official title be changed to Metropolitan Fire Assurance.

John B. Carvalho has now assumed the presidency of Metropolitan Fire. His father, B. N. Carvalho, who becomes chairman, has left for Florida for the rest of the winter. In the spring he intends to go to his newly acquired farm at Paris, Va.

A dividend of 25c per share has been declared today by Northeastern payable Feb. 1 to stock of record Jan. 15.

T. W. Tutwiler of Birmingham and New York and N. F. McGowan, Chapman lumberman, have been elected as directors of Birmingham Fire of Ala.

Surety Fire has been licensed in Ohio. Charles S. Mavson, Columbus, manager of American Surety, is state agent.

NEW YORK

WAREHOUSES ARE JAMMED

Companies are aware of the fact that warehouses storing household furniture are crowded to the guards. This is due partly to the fact that many people have sold their houses at a profit thinking that they had gotten a real bargain and have made an excellent deal. Then they endeavor to find a place in which to live. The housing situation everywhere is very acute. There are very few places to rent, either apartments or houses.

Therefore these people are forced to store their household goods until they

ALL-INDUSTRY AGENDA

The all-industry committee, which will meet at the Hotel New Yorker, New York, Jan. 23-25, will discuss especially the text of the fire and casualty rating bills which have been drawn up. It is likely that some members of the legislative committee of the commissioner's association will be present. Another question that will be brought up will be the Sherman anti-trust law which has only been considered in its reference to rating measures. At the New York meeting there will be an exploration of its features to see whether it has other applications.

WANT ADS

WANTED TO BUY

Established Fire and Casualty Agency in city with population of 10,000 or less. Location immaterial. Address in confidence Box E-32, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

AVAILABLE

Licensed and practicing attorney is desirous of obtaining position as adjuster. Twelve years experience with reliable insurance attorneys. 41 years old, married and can furnish the best of references. Address E-33, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Young man, qualified and aggressive, to have full charge of Cook County Fire Department. Our employees know about this ad. Write full particulars. All replies will be held strictly confidential. Address E-37, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

We are looking for a Feldman with qualifications to represent our well established old line of companies in the state of Kansas with headquarters at Wichita. All applications treated confidential. Please give full information when submitting same. Address E-38, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Have opening for special agent to travel Oklahoma and Missouri for well established old line of companies with field headquarters at Tulsa. When submitting application please give full particulars. All applications will be treated in strict confidence. Address E-39, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

YOUNG MAN WANTED

The Fire, Casualty & Surety Bulletins department of The National Underwriter Company has an opening for a young man for editorial work. He should be:

1. Intelligent and able to express himself. (Not a "fancy" writer or "stylist.")
2. Sales-minded.
3. Willing to work under supervision at first.
4. Able to develop into a self-starter who can accept responsibility.
5. Willing to spend periods of training in different cities and open-minded as to eventual headquarters.
6. Preferably not over 30. (An older man with outstanding qualifications will be considered.)

Man selected will be given work on all publications of this department, including the new Sales Section of The Fire, Casualty & Surety Bulletins, and will have every opportunity for permanent career and advancement in the largest insurance publishing house in the world.

Write, giving details as to background, age, family status, experience and qualifications. Personal interview will be arranged later in convenient location.

J. C. O'Connor, Editor

The Fire, Casualty & Surety Bulletins

175 W. Jackson Boulevard

Chicago 4, Illinois

Utah Home Fire Insurance Company

HOME OFFICE

SALT LAKE CITY, UTAH

GENERAL AGENCIES

A. B. Knowles & Company, Inc.	Colman Bldg., Seattle, Washington
A. B. Knowles & Company, Inc.	114 Sansome St., San Francisco, California
A. B. Knowles & Company, Inc.	175 Jackson Blvd., Chicago, Illinois
Cobb & Stebbins	Gas & Electric Bldg., Denver, Colorado
Heber J. Grant & Company	20½ South Main, Salt Lake City, Utah
Lamping & Company	Colman Bldg., Seattle, Washington
Lamping & Company	Spalding Bldg., Portland, Oregon
Southwestern General Agency	Title & Trust Bldg., Phoenix, Arizona

Middle West U. & O. Forms Revised

(CONTINUED FROM PAGE 1)

form takes the full 80% coinsurance building rate. The differential for the gross earnings form is, thus, 23 points in the east and Pacific Coast and only six points in the middle west.

With 60% coinsurance, the manufacturing gross earnings form takes 80% of the 80% coinsurance building rate; with 70% coinsurance, 75% of this rate, and with 80% coinsurance, 70% of it.

To a great extent, these changes heal the breach in use and occupancy rules and forms between the middle west and the rest of the country which has existed since 1937. Other than some variations in language and rate schedules, the only important difference is that the eastern and Pacific Coast forms limit the time of insured shutdown to 12 months, unless extended for an additional premium. This limitation was put in force in the east in 1941 and spread to other territories except the middle west.

The only other important territorial variations in use and occupancy now are that the per diem form is still used in the southeast, the "specified time" coinsurance form is authorized on the Pacific Coast and in Texas and only the coinsurance forms are permitted in New Jersey.

Prudential Brief to High Court

(CONTINUED FROM PAGE 1)

period of grace in which to adjust any inter-company relationships and cease any violation of the Sherman act.

"Congress had no intention of superseding the police-power regulations of the states with regulations of its own, and never intended to validate tax statutes which unjustly discriminated against interstate commerce" of foreign companies.

Declaring that the appeal presents a most important constitutional question, the company says in conclusion that it

should not be summarily decided on a motion to dismiss or affirm. Similar laws in other states are being litigated by companies, the court is told, and a decision in the South Carolina case will greatly assist in deciding similar questions in other cases. Therefore, complete development of the case through argument and review is urged.

N. Y. State Lends Hand to Cal.

(CONTINUED FROM PAGE 1)

against insurers of the type Robertson represented, the court is told.

Furthermore, a state may, in the valid exercise of the police power, prohibit the doing of any acts within the state in aid of an insurance transaction which is against the public interest, whether in interstate commerce or not.

Coal Company Fights W. Va. School Decision

Winding Gulf Collieries this week is petitioning the fourth circuit court of appeals for a rehearing, as a result of that court's recent reversal of the coal company's victory last spring over the Raleigh county, W. Va., board of education in a suit over the proceeds of fire policies on a destroyed school building. If unsuccessful in receiving a rehearing, the company plans to ask the U. S. Supreme Court to review the case.

The basis for the petition is the contention that the reversal ignores the standard uniform policy provision in the state law, since the inclusion of the phrase "to whom it may concern" was necessary under the law barring the insuring of a limited estate, such as the school board had in the property, without some qualification, and that the phrase must have been intended to mean what it appears to mean. This interpretation, the collieries company contends, would give it the right to the proceeds because it had given the land for the school building with the proviso that the land and all improvements should revert to the company if it were ever decided not to continue to use the land for educational purposes.

The company in a test suit, sued Allemania Fire to obtain the proceeds of insurance on a high school building which burned down and which the Raleigh county board decided to rebuild at a different location. The coal company had given the site for the school building with the proviso that the land and all improvements should revert to it if it were ever decided not to continue to use them for educational purposes.

Because of this proviso and the fact that the policies contained the phrase "for the account of whom it may concern," the coal company argued that it was entitled to the \$67,201 proceeds. However, the fourth circuit court of appeals held that an insurance policy is a contract of indemnity and its nature and effect is to indemnify the insured and not another who is not a party to the contract.

Since the constitutionality of a state law is not involved, an attempt to take the case to the U. S. Supreme Court appears to have little chance of success. About 90% of petitions for a writ of certiorari are denied. When the lower court's opinion was reversed, as was reported in the Dec. 20 issue, it was generally supposed that there would be no attempt to carry the case higher.

Goes on Non-Assessable Basis

Dorchester Mutual Fire announces that hereafter all policies will be issued without contingent liability, new business to be written on a non-assessable basis.

Mo. Multiple Line Action

The Missouri senate has passed a bill to permit multiple line underwriting. This measure, which originated in the house, provides that capital must be \$400,000 to do a composite business.

Ray Clark Takes Downstate Illinois for Manufacturers

Raymond L. Clark, downstate Illinois field man for American Automobile for more than 10 years, has resigned and been appointed to a similar post by Byron Sommers, Chicago branch manager of Manufacturers Casualty and Manufacturers Fire.

Mr. Clark has done an outstanding job of field organization and has a large following among the agents. Before joining American Auto, he was a special agent



R. L. Clark

for Bankers Indemnity operating out of the Chicago branch office, and prior to that he was with Hartford Accident in Chicago for 10 years, being an underwriter and then special agent. He has already assumed his new post.

Weltmer to Nat'l Fidelity

Henry J. Weltmer, Jr., has joined the supervisory staff of National Fidelity Life of Kansas City at its home office. He will do both field and home office work.

Mr. Weltmer resigned Jan. 1 as editor of the "Insurance Magazine" of Kansas City to take over his new duties. He started his insurance career at Hiawatha, Kan., where he operated a successful agency, selling life as well as general lines. After selling his agency he joined R. B. Jones & Sons in Kansas City and later became associated with the "Insurance Magazine."



Absorbs all types of oils, greases, fats, plus water and soluble oil solutions.



Keeps floors dry and free from oil and grease accumulations and oil-and-water "slicks".

Accumulations of oil and grease and oil-and-water "slicks" around machines result in skiddy floors, aisles and steps that are a menace to workers and a constant threat of fire. They are the direct cause of thousands of avoidable accidents due to falls, that take a heavy toll from insurance companies. You can help eliminate these hazards by recommending the use of OIL-DRI (All-Purpose) in factories, repair shops, service stations, public buildings, etc.



Our national sales organization will gladly work with your inspectors in contacting your clients.

Write for Informative Bulletin.

Oil-Dri Company 5036 N. RAVENSWOOD AVE. CHICAGO 40, ILLINOIS

Robert Van Iderstine

John N. Gilbert

Howard Shadwell

HOLBORN AGENCY CORPORATION
REINSURANCE

TREATY
CATASTROPHE
EXCESS

80 John Street

New York City

Property Facts Are Basic

The starting point for sound solution of problems of Insurance, Income Taxation, Re-conversion, Accounting and Finance is an accurate knowledge and record of Property Facts.

The AMERICAN APPRAISAL Company

VALUATIONS • PROPERTY RECORDS
DEPRECIATION STUDIES

EDITORIAL COMMENT

Richly Deserved Bouquet

The award of a certificate of appreciation by the War Department to William Leslie and the dinner in his honor in Washington Thursday brings a thrill to all casualty men regardless of whether they represent companies with or without capital stock, or whether they belong to organizations or are independent. For Mr. Leslie there is universal affection in the industry. He possesses a combination of talents and gifts of personality that have been a mighty asset to the industry and, as the War Department so appropriately recognizes, to the nation during the war period.

Mr. Leslie is a thoroughgoing technician and yet his precise and historical

knowledge of detail is combined with imagination, with a progressive spirit and with sincerity, devotion to the best interests of the public, to the bureau companies and to the industry as a whole. Then he tops it off with an engaging personality, considerate, patient, firm when the need arises and the ability to convey abstruse points understandably to the uninitiated and to organize his presentation admirably.

That the War Department has recognized in this official way the contribution of Mr. Leslie to the war effort is a source of the utmost satisfaction to all those who know him and know of him.

Insurance Comes First

Claim payments that are satisfactory to assured constitute the basic stock in trade of the insurance business. Unless this satisfaction is achieved, then the company, the agent and the adjuster have failed in their primary task. Yet each must do his own part well, or the others are powerless to turn in a good job, and the enterprise fails.

Today there is an alarmingly high percentage of residence and business property losses that are woefully underinsured. No amount of public relations work or advertising can overcome the bad impression these losses create. No

amount of skill on the part of the adjuster can leave the assured feeling other than frustrated, and perhaps to some degree at least permanently inimical to the "insurance business."

There is a very considerable need for giving the public better understanding of insurance, its function, its terminology, and its importance, and in this regard a formal public relations program is essential. But no credit can be built for the business with words and pictures unless the primary job of insuring adequately against risks has been well done.

Responsibility of Insurance

Insurance companies and insurance men have always made it a point to abide strictly by the state laws governing their activities. In fact it has been often said that so far as the great majority of companies and the great majority of the agents are concerned there is no need of having a state insurance department. They regulate themselves. They would abide by the laws whether there was any supervising authority or not, once they became acquainted with the provisions. Insurance is naturally a law-abiding industry. Insurance commissioners realize the companies, conscientiously managed, financially well ballasted, are having at present little difficulty so far as regulation is concerned. They follow the straight and narrow path.

With the U. S. Supreme Court decision declaring insurance to be commerce and therefore subject to the federal anti-trust statutes, an entirely new note was injected into the industry. Insurance people now come under entirely differ-

ent regulations. Regardless of whether they follow the state laws they might be held in violation of federal statutes. Therefore it is very necessary for all to become acquainted with the Supreme Court decision in the S. E. U. A. case, the interpretations that have already been put upon it and those that will follow. The moratorium, under Public Law 15 expires Jan. 1, 1948, and by that time the insurance business should be well informed as to what it can do and what it cannot do.

Already changes have had to be made in insurance organizations and in practice. As a matter of fact insurance companies will be obliged to be more and more self-regulatory. We cannot depend on organizations or past practices. There is a new day at hand. Each company must study its own situation and be able to walk alone far more than it ever had. Some of the cooperative efforts of the past will have to be discarded. A company cannot rely for success on the fact that it belongs to this organization or

that, that it is a mutual or stock company. It must build its own particular service. It must have an appeal to agents and the public and to do so it must square itself with the new requirements and adopt a program of its own. Insurance companies and insurance people must be more alert to the needs of the public and bend themselves to its call. If a company is well constructed, is well ballasted financially, is ably and conscientiously managed, it need have no fear because its foundation will be strong. It needs to realize, however, that it must walk pretty much alone in its appeal to policyholders. It must justify

its existence in the public eye.

Insurance has always given a good account of itself and it will continue to do so. It may be difficult at first to make proper readjustments but they can be accomplished without disorder. Because companies will now need to rely on themselves more than they have they will be strengthened internally. Their sinews will be harder, their prowess will be greater. They will be more flexible and pliable. They must, however, stand before the bar of public opinion and they should be prepared to meet the requirements and stand heroically under the spotlight.

PERSONAL SIDE OF THE BUSINESS

DEATHS

Atwood Jenkins, Veteran Agency Leader, Dies

Atwood L. Jenkins, 76, senior member of the agency firm of Jenkins Bros., Richmond, Ind., died at his home there after an extended illness. He had long been a leader in agency and association ranks. Organized in 1854, the agency, operated for many years by Atwood Jenkins and his brother, A. Will Jenkins, has been recognized as one of the leading and most successful agencies in Indiana. Both brothers were active in state association affairs and both served as president of the Indiana Association of Insurance Agents. Atwood Jenkins also served on important committees of the National Association of Insurance Agents and as national councillor for Indiana.

He was a close student of the business and gave it the benefit of much thought. One of his ideas which attracted wide attention at the time and later gained strong support was that as fire and other lines of insurance showed growing profits, indicating that the business was being written at a rate which the low loss ratio proved was too high, instead of reducing rates, more protection should be given for the same amount of premium. In this way agency income would not be adversely affected and the public would get more protection for its money.

Undoubtedly much of the steady broadening of coverage in recent years can be traced back to the advocacy of such a move by Mr. Jenkins and others who took a similar stand. He was the author of a number of instructive booklets relating to the agency business.

Until failing health prevented his continuing to take an active part in association affairs, he attended both state and National association annual meetings and always made his presence felt by constructive participation in discussions of issues and association policies. He entered agency work in 1903 after a number of years with the Pennsylvania railroad, first as a civil engineer and later in claim work.

George E. Redfield, 76, one of the old-timers in the fire insurance field in Chicago, who was for 41 years western gen-

Philip C. Burnham, head of the personnel department of North America for 20 years, has retired. Mr. Burnham started as a clerk in the Hartford office of Orient. Later he joined the underwriting department of Hartford Fire and in 1910 became its field man in central Pennsylvania. He joined North America in 1912 as special agent in Pennsylvania, working out of Pittsburgh. In 1926, he established the personnel department in the head office at Philadelphia.

Walter L. Falk, assistant U. S. manager of the Royal-Liverpool group, was called to New Orleans by the death of his father, L. M. Falk, a retired business man.

D. L. Michael, formerly associate editor of the "Insurance Magazine" of Kansas City, has rejoined that publication after 42 months in the army air corps as a radio instructor.

Robert S. Aitken, special agent at Spokane of Home, was married to Miss Sara Jane Swantek of Orofino, Ida.

Carl F. Trager of Lansing, immediate past president of the Michigan Association of Insurance Agents, has resigned as chairman of the Lansing war price and rationing board, a post he had held since March, 1943, after previous service on the board from November, 1942.

I. C. Rowland of Hansen & Rowland, Tacoma general agency, has returned from London where he visited Lloyds. He spent two months in England.

Charles H. Belknap, head examiner in the New York City underwriting department at the home office of National Fire, has retired after 50 years with the company.

George M. Montgomery, special adjuster with the Wichita office of Western Adjustment and branch manager there for many years, completed 25 years with Western, Jan. 1.

Ray Decker, Pacific Coast manager of Royal-Liverpool, who recently underwent a serious major operation, has recovered sufficiently to return to his office. Mr. Decker suffered from a dangerous abdominal ailment and for many weeks great concern was felt over his condition.

The Denton Insurance Agency, Mt. Glen, O., has been sold to Charles C. Hickson and Max L. Smith. The old name will be retained.

H. E. Marsden, Lisbon, O., has sold his agency to Clyde M. Tschantz.

THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY



Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO 4, ILL. Telephone Wabash 2704. EDITORIAL DEPT.: C. M. Cartwright, Editor. Levering Cartwright, Managing Editor. News Editor: F. A. Post, C. D. Spencer. Associate Editors: D. R. Schilling, J. C. O'Connor, Kenneth Force. BUSINESS DEPT.: Howard J. Burridge, President. Louis H. Martin, Vice-President and Secretary. John Z. Herschede, Treasurer.

BRANCH OFFICES IN KEY CITIES

ATLANTA 3, GA.—560 Trust Co. of Ga. Bldg., Tel. Walnut 5867. Ernest E. Hess, Resident Manager.

BOSTON 16, MASS.—944 Park Square Bldg., Tel. Hubbard 8696. Ralph E. Richman, Vice-President.

CHICAGO 4, ILL.—175 W. Jackson Blvd., Tel. Wabash 2704. O. E. Schwartz, W. A. Scanlon, and A. S. Cutler, Associate Managers. L. N. Yellowless, Advertising Manager.

CINCINNATI 2, OHIO—420 E. Fourth St. Tel. Parkway 2140. Abner Thorp, Jr., Vice-President. George C. Roeding, Associate Manager; George E. Wohlgenuth, News Editor.

DALLAS 1, TEXAS—802 Wilson Bldg., Tel. Central 5833. Fred B. Humphrey, Resident Manager.

DES MOINES 13, IOWA—2333 Grand Ave., Tel. 7-4677. R. J. Chapman, Resident Manager.

DETROIT 26, MICH.—1015 Transportation Bldg., Tel. Randolph 3994. A. J. Edwards, Resident Manager.

MINNEAPOLIS 2, MINN.—503 Northwestern Bank Bldg., Tel. Bridgeport 7835. R. W. Landstrom, Resident Manager.

NEW YORK 7, N. Y.—99 John St., Room 1103. Tel. Beekman 3-3958. Editorial Dept.—R. B. Mitchell, Eastern Editor; Dorothy B. Paul,

Editorial Assistant. Business Dept.—N. V. Paul, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers.

PHILADELPHIA 9, PA.—123 S. Broad Street, Room 1127. Tel. Pennypacker 2706. E. H. Fredrikson, Resident Mgr.

SAN FRANCISCO 4, CAL.—507-8-9 Flatiron Bldg., Tel. EXbrook 2054. F. W. Bland, Pacific Coast Manager. Miss A. V. Bowyer, Pacific Coast Editor.

eral age
died on
cago fro
in 1869
Farmers
1940 an
the offi
Chicago

Fred
tague, M
short ill

Will
the New
his hom
ley had
Board f
in 1936.
sets Ins
shortly
of Hart
1907 he
the San
1907 un
Board I
America
He se
England
three ye

Claren
agent, di
He had
operated
years.

Luke
Topeka
Bureau
mill and
lowing a
most loy
Goose.

Bradfo
Church
vice-pres
York Cit
hospital
was in F
tive vice
Fund sim
itary fro
which h
million,
and their
vice-pres
He was
and par
affairs.

T. A.
insurance
in 1932.

Mathe
Mazoman
was crimp
17 but go
wheelchai

Charles
the McG
died there

John L
Cookevill
there.

Col. Ja
agency fir
land, Ore
ance circ
hunting.
ing with
the Yaml
so weight
clothing
to shore.
low, also
ashore sai

Frank I
itor of the
The veter
in local in
with the
become as
and insur
Richard I
license div
department

Charles
the Texas

Oscar R
in the wes
Fund whic
this week
brother of
father of t
the Engel
of Chicago

eral agent of Farmers Fire of York, Pa., died on a train while returning to Chicago from Fairhope, Ala. He was born in 1869 and entered the service of Farmers Fire in 1899. He retired in 1940 and since then had had a desk in the office of Marsh & McLennan in Chicago.

Fred Noordhof, 65, an agent in Montague, Mich., for 27 years, died after a short illness.

William H. Winkley, well-known in the New England field, died suddenly at his home in Medford, Mass. Mr. Winkley had served as manager of the Boston Board for 15 years before his retirement in 1936. He graduated from Massachusetts Institute of Technology in 1896 and shortly afterward became special agent of Hartford Fire in New England. In 1907 he was one of the loss adjusters of the San Francisco conflagration. From 1907 until he went with the Boston Board he was special agent of North America.

He served as president of the New England Insurance Exchange for nearly three years.

Clarence A. Draper, 85, former local agent, died at his home in Waterloo, Ia. He had been ill since last August. He operated an agency at Waterloo for 21 years.

Luke H. Ballard, inspector with the Topeka office of the Kansas Inspection Bureau since 1919 and in charge of the mill and elevator department, died following a heart attack. He was a past most loyal gander of the Kansas Blue Goose.

Bradford B. Locke, 54, president of Church Properties Fire and executive vice-president of Church Life, New York City, died in the Princeton, N. J., hospital after a brief illness. His home was in Princeton. He had been executive vice-president of Church Pensions Fund since 1933 and the fund's secretary from 1924 to 1933. The fund, which has assets of approximately \$40 million, pensions Episcopal clergymen and their families. Mr. Locke was a vice-president of Church Agency Corp. He was a prominent Episcopal layman, and participated actively in church affairs.

T. A. Hatch, 50, who founded an insurance agency at Schenectady, N. Y., in 1932, died at his home there.

Mathew J. Higgins, 40, local agent at Mazomanie, Wis., died at his home. He was crippled in an accident when he was 17 but got around in a specially designed wheelchair.

Charles M. McGuire, 74, founder of the McGuire agency, Syracuse, N. Y., died there after a brief illness.

John L. McDowell, local agent at Cookeville, Tenn., for 20 years, died there.

Col. James P. Bates, partner in the agency firm of Oliphant & Bates, Portland, Ore., well-known in coast insurance circles, was drowned while duck hunting. A canoe in which he was riding with another hunter overturned in the Yamhill river and because he was so weighted down with shells and heavy clothing Col. Bates was unable to swim to shore. His companion, Jack Rushlow, also an insurance man, swam ashore safely.

Frank L. Bowen, retired insurance editor of the Chicago Daily News, is dead. The veteran newsman was well known in local insurance circles and had been with the newspaper since 1900, having become assistant financial editor in 1920 and insurance editor in 1932. A son, Richard I. Bowen, is an examiner in the license division of the Illinois insurance department.

Charles L. Frazier, 63, an examiner of the Texas department, died in Austin.

Oscar R. Engelhard, an old employee in the western department of Fireman's Fund who retired six years ago, died this week at the age of 81. He was a brother of Herman H. Engelhard and father of Oscar, members of the firm of the Engelhard-Krogman & Co. agency of Chicago, and father also of Elmer En-



"OUR INSURANCE COMPANY TELLS US WE HAVE THE FINEST FIRE PREVENTION RECORD IN TOWN!"

gelhard of the agency. Oscar R. had been employed by Fireman's Fund for 17 years. The mother died only three weeks ago.

Carl Herzog, 39, special agent of National Liberty in the New York uptown office for seven years, died. He had been with the Home fleet for 12 years.

William N. Keefe, local agent in Piper City, Ill., died there. He had been in the business for a number of years.

Herbert Grebert, manager at Albany of Fire Companies Adjustment Bureau, died there. He went with Commercial Union as a loss clerk and then in 1918 joined General Adjustment Bureau at Albany, specializing in automobile. In 1934 he was named assistant manager and in 1938 manager there. For years he was chairman of the educational committee of the Albany Field Club.

Lloyd G. Woodman, 43, treasurer of the Woodman Agency, Biddeford, Me., died following a brief illness. He attended Boston University, and entered his father's agency immediately after leaving college.

Chapman Brings Out Strong Contrasts in Insurance

W. A. Chapman of Evanston, Ill., retired western manager of Fireman's Fund, gave an impressive talk at the luncheon and annual tournament of the Knights of the Round Table at the Union League Club, Chicago. He is the oldest charter member of the Knights.

Mr. Chapman called attention to the fact that fire insurance is a highly competitive business. People are on the alert to add to their business. They are keen, good strategists and resourceful. While competition is strong, vigorous and relentless he said that people in the fire insurance business gather together as they were at the round table luncheon and cast aside all competitive differences, all angularities, all rough spots. They come together in good fellowship, admire one another as friends and companions. He expressed doubt as to whether any other line of business provided such a contrast.

The spirit of fire insurance after all is magnificent. There are from time to time many manifestations of its beneficences. Frequently those not acquainted with the business and its na-

Convention Dates

- Jan. 17. Michigan field men, Grand Rapids.
- Jan. 18. South Dakota Agents, Huron.
- Jan. 23-25. All-industry committee, Hotel New Yorker, New York.
- Jan. 23-25. National Assn. A. & H. Underwriters (mid-year), Lassen hotel, Wichita.
- Jan. 25. American Association of University Teachers of Insurance, Cleveland.
- Feb. 5-6. Health & Accident Conference, mid-year, Stevens Hotel, Chicago.
- March 4. Pittsburgh Insurance Day, William Penn Hotel, Pittsburgh.
- April 1, 2. Missouri Agents' Midyear, Hotel Statler, St. Louis.
- May 15-17. Insurance Accounting & Statistical Association, Baker Hotel, Dallas.
- April 4-5. Minnesota Agents, mid-year, Minneapolis.
- April 19. Alabama agents, midyear, Montgomery.

ture regard this working in unison as an attempt to take advantage of the public. That is far from the fact.

The public would be obliged to pay far more if there were not this working together because if each company was obliged to work out its own salvation the cost would rise to a very high point.

Because of this friendly spirit among competitors when they lay aside their uniforms, there is created in the fraternity itself a sense of pride and admiration for the great business. There is something more to it than a mere working for a living. It has a uplifting and stimulating effect.

Compton Resigns Chicago Post

Don Compton has resigned as Chicago general agent of Provident Life & Accident on account of his health. He plans to spend about six weeks or two months in the southwest and expects to reenter the business in Chicago when his health improves.

He was with the accident and health department of Hartford Accident in Chicago for a number of years before joining Provident L. & A.

Millard R. McGruder, manager of the Alabama Association of Insurance Agents, has been elected a director of the Birmingham Safety Council.



Strike Hard FOR LARGER FIRE INSURANCE SALES THIS YEAR

You can't miss. High real estate values and increased prices on personal property are causing more people to buy Reliable Fire Insurance than ever. People are more keenly aware that the cost of satisfying protection is small. Capitalize on this trend by becoming a Reliable Fire Insurance agent.



Reliable's marine and fire coverage will get you in most any home and office because almost everyone has some possession that should be covered by one of these Reliable policies. Once you are in, Reliable's 81 years of insurance experience and sterling reputation for quick settlement of just claims will count a great deal in making the sale.



Don't overlook the business available through marine insurance. Many expensive gifts have been received by people in your city. Insure them. Write for full particulars—find out the complete list of benefits you receive from associating yourself with Reliable. Address: Reliable Fire Insurance Company, Dayton 2, Ohio.



RELIABLE FIRE INSURANCE CO.
Dayton, Ohio

An Independent Ohio Company

FITTED EXACTLY to individual requirements, *Employers* contracts of Reinsurance in Casualty, Fidelity and Surety are standard underwriting equipment for this post-war year. An elastic service, liberally administered, which will continue to satisfy its users.

EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON—PRESIDENT

KANSAS CITY

NEW YORK

CHICAGO

SAN FRANCISCO

LOS ANGELES

Wm
High
Cita

Ce
Pre
Wo

WAS
cient se
in conn
constru
War D
certifica
ciation
otic se
position
and res
to Will
chairma
dustry's
ing con
the war
prehensi
plan a
war pro
On T
evening
is to b
honor a
at the S
Starling
ation of
Mr. Les
Bureau
writers.
The c
by Maj.
tor War
retary of
in the P
Gen. Ka
vell, war
service fo

Signed by
The co
Patterson
rendered
surance
World W
Guests
ten, Col.
financial
ment; Co
contract i
financial
E. Pullen
Also K
director
dent Asso
Executive
manager
Christense
America I
ager Lond
thai, execu
G.; Willi
president
Dorsett, g
Casualty
And Lt.
Col. H. R
Stark, and
of the W
surance br

Millions S
The war
rating pla
of dollars
awarded n
ment but
commissio
fense Pla
housing a
Under t
was conte

Wm. Leslie Gets High War Dept. Citation

Certificate of Appreciation Presented—Dinner in Washington Thursday

WASHINGTON—Recognizing efficient services of the insurance industry in connection with the protection of war construction and operation projects, the War Department awarded an official certificate of appreciation "for patriotic service in a position of trust and responsibility" to William Leslie, chairman of the industry's joint rating committee for the wartime comprehensive rating plan applying to war projects.

On Thursday evening Mr. Leslie is to be guest of honor at a dinner at the Statler Hotel, given by Howard Starling, Washington manager Association of Casualty & Surety Executives. Mr. Leslie is general manager National Bureau of Surety & Casualty Underwriters.

The certificate award is being made by Maj. Gen. W. H. Kasten, fiscal director War Department, in behalf of Secretary of War Patterson, at a ceremony in the Pentagon, on recommendation of Gen. Kasten and Gen. Brehon Somervell, wartime commander of the army service forces.

Signed by Patterson

The certificate, signed by Secretary Patterson, cites "outstanding services rendered the War Department in its insurance procurement program during World War II," by Mr. Leslie.

Guests at the dinner will be Gen. Kasten, Col. Dean J. Almy, chief special financial services division, War Department; Col. Reese F. Hill, former chief contract insurance branch of the special financial services division; Lt. Col. W. E. Pullen, chief of that branch.

Also Kenneth C. Spencer, executive director Eagle-Globe-Royal and president Association of Casualty & Surety Executives; Edward C. Stone, U. S. manager Employers Liability; Frank A. Christensen, executive vice-president America Fore; J. M. Haines, U. S. manager London Guarantee; Joseph F. Matthal, executive vice-president U. S. F. & G.; William T. Harper, senior vice-president Maryland Casualty; J. Dewey Dorsett, general manager Association of Casualty & Surety Executives.

And Lt. Col. Arthur S. Kuenkler, Lt. Col. H. R. Greenlee, Maj. Clarence A. Stark, and Maj. James A. Hamilton, all of the War Department's contract insurance branch.

Millions Saved on Contracts

The wartime comprehensive insurance rating plan resulted in saving millions of dollars on government war contracts awarded not only by the War Department but also by the navy, maritime commission, federal works agency, Defense Plant Corp. and federal public housing authority.

Under the plan, established in 1941, was contemplated the handling of in-

(CONTINUED ON PAGE 31)



William Leslie

Auto Sales Exceed Expectations in Md.; Agents Deluged

BALTIMORE—Shortly after the first of December, public interest became evident in the Maryland financial responsibility law that became operative Jan. 1. This interest had been stirred up because of publicity given to the law by the Maryland commissioner for motor vehicles.

Local agencies and companies soon opened up a direct mail and radio advertising campaign resulting in an increasing volume of new applications as the end of the year approached. Practically every policy writing office is now completely deluged with a back log of orders, and with trained help not readily available it has been temporarily serious.

Much overtime has been expended, but the long Christmas and New Year holiday, coupled with an epidemic of colds and gripe offset the benefits of this feature.

Inquiries Show Shopping Attitude

The inquiries on the part of some prospects indicate a shopping attitude but generally speaking most inquiries are closed with a firm order. Some of the old timers compare the present situation to that of 30 years ago when workmen's compensation was first adopted in Maryland.

The number of uninsured cars prior to this new law was known to be considerable, and all prophecies were toward a great increase in writings; nevertheless the flood when it did come was certainly greater than expected.

Quite a lot of subsidiary business has accrued as a result. Comprehensive automobile and some fair amount of collision premiums are being written. A fairly large amount of new fire insurance on household furniture is evident, and some agents have found time to write a number of comprehensive personal liability insurance policies, mostly for those who already had automobile liability insurance. No let-up in work is anticipated until well into February on the part of most agents.

Assigned Risk Plan Setup

The automobile assigned risk plan in Maryland is under the management of Howard F. Johnson. It permits a 10% surcharge for coverage of public passenger carrying vehicles and long haul trucking risks and a 15% surcharge for all others.

Commissioner Ensor has received assurances from all companies that they will write automobile insurance in the state regardless of the race or color of the applicant. The governing committee of the plan consists of U.S.F. & G., American Automobile, State Farm Mutual Automobile and Lumbermens Mutual Casualty.

Excluded from the assigned risk plan is any person who, during a three year period immediately preceding the date of application, had his operator's license or privilege suspended or revoked more than once, or who has been convicted more than once each for two or more of certain specified offenses. Also ineligible are persons with major mental or physical disabilities as defined by the plan.

Chicago Branch Grows 10-Fold

Business volume of the Chicago branch office of Manufacturers Casualty and Manufacturers Fire has grown more than 10-fold in the little more than two years since Byron Sommers took charge as manager. It was \$40,000, whereas in 1945 the volume exceeded \$500,000. December written business up to the 22nd when the books were closed for the year totaled \$85,000.

A. & H. Committee of Commissioners Has Full Agenda

An important agenda has been prepared for the meeting of the accident and health committee of the National Association of Insurance Commissioners at the Stevens Hotel, Chicago, Feb. 7-8. Insurance Director Parkinson of Illinois is the chairman. The meeting follows immediately the mid-year gathering of the Health & Accident Underwriters Conference at the same hotel Feb. 5-6.

and it is expected that a number of industry people will stay over for the commissioners' session. The two meetings tie closely together, because several topics to be discussed at the H. & A. Underwriters Conference meeting, are those that are on the agenda of the commissioners' committee. The morning of Feb. 7 there will be a meeting of the A. & H. subcommittee on revision of the official guide to aid insurance departments in scrutinizing policy filings. The chairman of that subcommittee is Allyn of Connecticut. The full committee will meet that afternoon and the next morning and will take up the matter of uniform insuring clauses, with a special emphasis on the house confinement clause. They will also consider uniform benefit provisions and a definition for wholesale and franchise insurance.

In the afternoon of Feb. 8 the subcommittee on standard provisions legislation will go into session. The chairman is Commissioner White of Mississippi.



N. P. Parkinson

New Aviation Dept. for General; Waller, Parker Managers

SEATTLE—General of America group has established an aviation insurance department to write all forms of direct damage as well as liability coverages. Kelly Waller, the manager, served as an army air corps instructor and later in the European theater. He was manager of the Houston office before going to Spokane as manager in 1942. Subsequently, he was in charge of claims at Denver.

Robert Parker, who served in the navy air corps as a lieutenant, is assistant manager. He was with the General from 1938 until 1942 when he entered the service.

Indemnity Resigns in Canada

TORONTO—H. C. Mills, general manager for Canada of North America, announces as a result of meetings having been held on the subject of casualty regulation and control in western Canada, that Indemnity of North America's resignation has been tendered to the casualty branch of Western Canada Insurance Underwriters Association. The resignation will be considered as becoming effective Feb. 8.

Mr. Mills advises that this action was taken as a result of the unsatisfactory regulation governing the operations of casualty companies in that territory. The alleged condition apparently has existed for some time and is evidenced in the reports that the association is considering relinquishing the present limited control over all classes of casualty in Manitoba, Saskatchewan and Alberta.

Fidelity Experience Results for 1945 Are Distorted

Net Premiums Written Swollen by Introduction of Term Plan

Particular interest will be taken in the forthcoming statements of casualty-surety companies in the fidelity experience figures. During 1945 the three year term plan was introduced in the fidelity field and a great many assured promptly converted to this basis in order to take advantage of the 16-2/3% discount. That means that under the column of net premiums written, the fidelity results will be abnormally swollen. One of the large companies, for instance, finds that its bankers blanket bond net premiums written during 1945 were 3½ times those of 1944.

The comparison of net premiums written and net losses paid will, of course, present a very distorted and unrealistic result and more than ever a correct actuarial appraisal of the year must wait until the figures are available on the basis of net premiums earned and net losses incurred. The conversion of business to a three year term plan did not increase by a penny the amount of premiums earned. As a matter of fact the opposite result will take place as the three-year term business matures and there is over the years a smaller premium to be earned.

Despite the fact that no correct actuarial analysis can be made of net premiums written and net losses paid in the fidelity line there will be the utmost interest in what the overall effect has been of introduction of the three year plan. That story, of course, will be revealed in the figure of net premiums written.

Travelers Premiums Up \$10 Million

Premiums of the Travelers companies last year aggregated more than \$276,043,000, an increase of \$10,054,000 over 1944.

The gains in premiums were made in ordinary life, commercial accident, public liability, automobile, fidelity and surety and fire. Decreases are shown in group accident and sickness and in workmen's compensation premiums and in additions to group life policies as the result of decreases in war time payrolls in industry. There was also a decrease in boiler and machinery business, largely as the result of the reduction in premiums in this form of insurance.

Premiums by lines follow:

	1945	1944
Life	\$129,530,000	\$124,900,000
Acc't & health...	44,465,000	45,100,000
Liability	10,941,000	9,600,000
Auto. casualty ..	23,907,000	21,300,000
Compensation ...	35,241,000	36,000,000
Burglary & glass	3,968,000	3,600,000
Boiler & Mach...	1,145,000	1,400,000
Fidelity & Surety	1,831,000	1,200,000
Fire & allied...	95,011,000	22,300,000

Minneapolis Claim Men Elect

MINNEAPOLIS—The Minneapolis Claim Men's Association has elected these officers: President, W. J. Hayes, American Mutual Liability; vice-president, T. B. Regan, Continental Casualty; secretary, Lester L. Duncan, Farmers Automobile; treasurer, Paul Clement, Minnesota Commercial Men's.

High Death Rate in Private Flying Is Serious Problem

Even Stamping Out All Recklessness Would Leave Record Bad

NEW YORK—Studies of pilot and passenger fatalities in privately owned planes indicate that while elimination of reckless operation would cut down fatalities to some extent it would not cut the hazard to the point where it would at all be comparable on a passenger-mile basis with automobile travel.

In 1941, the last year of normal peacetime conditions, there were 325 deaths in private flying which was at the rate of 47 deaths for each 100 million passenger miles flown. If the 64 deaths due to reckless flying had not occurred the rate would still be 37.5 deaths per 100 million passenger miles as against 2.8 for private automobiles and taxicabs.

It is only to be expected that for some time to come there will be a materially higher inherent hazard in private flying than in automobile travel but aviation underwriters are concerned about the present high fatality rate. Jerome Lederer, chief engineer of Aero Insurance Underwriters, in a talk at the private flyers' session of the National Aeronautical Association, said that the figures show that efforts to get pilots, mechanics, airport operators and other aviation enthusiasts to adopt safe practices have failed miserably. He pointed out that in the worst pre-war year for highway accidents 40,000 were killed. If there were as many aircraft as automobiles the yearly aviation death rate would not be 40,000 a year but 250,000.

Nothing to Warn Pilots

Mr. Lederer said that one reason why automobile accidents are not more numerous than they are is that drivers are continuously being warned of unsafe practices not alone by highway patrols and scowling traffic cops but by curses from other drivers, slight scrapes with other cars and by sudden stops caused by emergencies to other drivers. Pilots have very little of this kind of safety education except on the ground because conditions make it impossible. He urged his listeners to take an aggressive attitude in behalf of safety, saying that they would thereby help private aviation avoid the burden of countless additional laws and regulations: while more airplanes would be sold, their cost will go down, and flying will be less expensive because of lower insurance and maintenance costs.

Design, Arrangement Important

Mr. Lederer said that numerous investigations have shown that the arrangement of the cockpit or the cabin structure may mean the difference between life and death in the event of a crackup or forced landing. Many pilots have survived very bad crashes while others have been killed in minor mishaps simply because the control wheel or the instrument panel or the safety belt was not designed correctly. A control wheel properly designed may save the pilot's life while another kind might pierce his chest. An instrument panel with a lot of knobs protruding from it is likely to dent his skull whereas a flat instrument panel might act as a shock absorber provided there is no strong brace right behind it.

Elaine Goodwin has purchased the Ferguson agency, LaPorte City, Ind. He recently was discharged from the army.

Royer Examines Boiler Cover for Buyers' Group

PITTSBURGH—Although compared with the volume produced by other lines, the \$18 million in premiums yielded annually by the boiler and machinery business is relatively small, the coverage is vital to industry because it protects against losses that may be so violent a business can be seriously crippled or wiped out. So said Dan L. Royer, chief engineer of Ocean Accident, in a talk before the Insurance Buyers of Pittsburgh at a luncheon meeting here.

Any business that has survived the difficulties that have plagued boiler and machinery insurance during the past five years is fundamentally sound, and undoubtedly when the business in its present form has been permitted to seek its level and is tuned up to meet the current demands of industry, it will again be on a satisfactory basis for both producer and insured, Mr. Royer said.

Results in Broadening

When in 1942 a schism developed between the companies writing the line and a rate war resulted, there was evolved the so-called "broad coverage" for boilers by one group which was promptly met by "extended coverage" of the other group. These forms comprise the only significant broadening of coverage in the business for a period of 20 years, he said. But from the insurance of boilers and the wheels of steam engines on simple explosion forms, the business developed into the coverage of the multiplicity of boilers, pressure vessels, prime movers and electrical apparatus and machines that generate and utilize power—not only against the hazards of explosion but also against breakdown.

The rate war during a time of a shortage of men and materials for ordinary maintenance and overloads, not over short peak periods but around the clock, produced an experience in the business that was unsatisfactory. It is amazing that it was not much worse, he said.

The "old manual" of pre-May, 1942 contained some inconsistencies. The manual that followed, while it had some theoretical justification, was found to be completely impractical. Since that manual was thrown into the scrap heap there have been two attempts at rewriting the manual and although at the moment rates have been stabilized, there are two manuals for boiler and machinery insurance in the United States, Mr. Royer added.

Some Improvements Made

These changes could not have occurred without some improvements being made. They were blanket insurance which makes it possible for the insurance purchaser to buy coverage on types of equipment rather than long lists of specified units; a reasonable method of recognizing the decrease in exposure for units held in reserve or for emergency operation which does not jeopardize the coverage; coverage for personal injuries was made a part of the basic policy, and accidents within policy limits caused by malicious acts were included in the basic policy.

But these improvements were accompanied by difficulties with broad coverage for boilers and pressure vessels, particularly when written to cover use and occupancy as well as direct damage. It was found that this coverage included many items that have always been considered maintenance. Lengthy debates about the meaning of the policy words used did not help the situation. The coverage produced unsatisfactory loss ratios with direct damage, but became impossible in many instances when written with time of accident use and occupancy coverage on plants that were short of power.

The unsatisfactory experience on broad coverage as applied to boilers and pressure vessels probably was responsible for an effort to revise the defini-

Graded Disability Plan Adopted by Large Drug Company

NEW YORK—A tailor-made disability medical care insurance program has been installed by the Bristol-Myers Co., drug manufacturer, underwritten in part by Occidental Life of California with the company assuming the entire cost. This supplements the pension program handled by Aetna Life. The Bristol-Myers people devised the plan which provides for short and long term disability as well as permanent disability with provisions for medical care, loss of life and unemployment.

Short term disability benefits allow for full salary payable for a maximum period of six weeks, after three months' service as a full time employee. Long term disability benefits commence at the end of the sixth week of incapacity and range from five weeks at 50% of salary after one year of service, to 100 weeks at 50% of salary for 20 years or more of service. Permanent disability benefits, payable after 10 years of service, call for 20% of regular salary with a 2% increase for each year of active service beyond 10 years to a top of 50% of salary for 25 or more years of service right up to the retirement age of 65. Minimum payments are \$50 monthly and \$500 per month maximum. Benefits are subject to adjustment for workmen's compensation payments made to an employee.

Medical Care Benefits

Reimbursement for cost of medical care is available to employees after three months' service as follows: for any one disability, semi-private hospital accommodations at a cost not to exceed \$420; hospital service charges, \$100; surgical attention \$225; physician's care at \$5 per hospital or home visit and \$3 per office visit; laboratory and x-ray examination, \$25; nursing services \$300. Benefits under physicians and laboratory and x-ray examinations and nursing services are subject to a \$50 deduction.

Employee dependents are insurable under the medical benefits section at a monthly cost of \$3.50 for one dependent and \$5 per month for two or more.

Life insurance coverage for employees ranges from \$1,000 to \$15,000 or approximately equal to regular salary.

If the company discontinues either temporarily or permanently the services of a regular full time employee because of lack of work, he is entitled to 50% of regular salary for four weeks for six months of service up to a maximum of 50 weeks for 10 or more years of service, with minimum benefit \$20 per week and maximum \$100 per week, subject to adjustment for state unemployment benefits.

Bristol-Myers has had group insurance, covering life, sickness and accident, and hospitalization as well as a pension plan. The life insurance was free to all regular employees; the pension was paid for in part by the individual employees and the balance by the company; the accident and hospitalization insurance was paid for entirely by the employees.

Occidental Life agreed to underwrite certain parts of the plan but Bristol-Myers itself underwrites the short term disability and unemployment benefits. The company reserves the right to change or even abandon all or any part of it at any time.

tion of accident for machinery. The definition that had been in existence without changing in principle since the early 1920s was considered to be too general in scope. The revision attempted to specifically define the occurrences that were covered. The effect of these changes is still a matter of debate, he added.

Robert L. Fontaine, who was formerly connected with the head office of Continental Casualty in its health and accident department, working along the lines of sales promotion and publicity,

Miners May Force Kentucky Mines to Carry Compensation

Threaten Work Stoppage in Uninsured Mines—Legislation to Be Sought

LOUISVILLE—Whether the state of Kentucky is unable to control the matter of enforced workmen's compensation for miners under acts that have been held unconstitutional, and refusal of the voters to approve a constitutional amendment, United Mine Workers of America may be able to control the situation by refusing to allow any of its members to work in any mine that does not carry compensation.

Sam Caddy, president district 20 UMWA, operating in southeastern Kentucky, announced at Lexington that members would report at uninsured mines. He held that it is the only means of protecting workers against such situations as that at Kentucky Straight Creek Coal Mine near Pineville, in which 24 men lost their lives in an explosion. Under state law carrying of insurance is optional and the company was not carrying compensation.

If UMWA refuses to allow its men to enter mines that are not protected by compensation or where the operators are not financially able to take care of survivors, then a new era is approaching in which all mines will have to provide protection.

Caddy charged that mine owners who have not provided protection for workers are cheating on OPA prices, in that the OPA price provides for compensation premiums.

Brent Hart, president of the Kentucky Coal Operators Association, held to the opinion that operators should either insure or self insure. He expressed the belief that operators would insure and that there would not be much work stoppage.

UMWA will make another effort to have the legislature enact a compulsory compensation law. Such an act was passed in 1914, but the appellate court held the act unconstitutional on the theory that the constitution prohibits the assembly to limit the amount to be recovered and that mandatory compliance deprives an employer of property without due process of law.

An amendment to the constitution which would have made compliance by employers mandatory, was defeated in a popular election in 1943.

Proponents of mandatory compensation feel that another act would receive more favorable consideration by the court today.

Apparently the coal operators that carry insurance feel that those who do not should be forced to meet the issue.

Oklahoma Warning Issued

OKLAHOMA CITY—A warning has been issued by C. O. Hunt, secretary Oklahoma insurance board, against buying insurance from non-admitted companies. He reports 45 complaints during 1945 on non-admitted companies refusing to pay claims, six of which were death claims. The department has received 250 inquiries regarding more than 100 non-admitted companies that are soliciting business by mail.

has returned from war service and has joined the head office of Continental Assurance as director of publicity. The two companies will now have separate publicity departments.

Consider the "PLUS FACTORS" in being— The Man with the Plan

There is much to gain by being a representative of Employers' Group companies. Consistently pioneering . . . ever since the Employers' wrote the world's first liability policy . . . Employers' Group companies are constantly adding new, distinctive policies; broader coverages; greater underwriting, claim, engineering and payroll audit services; more sales helps; and many other "plus factors" to help you make more and better sales.



 <p>A recent Employers' innovation . . . The Family Insurance Policy . . . enables you to include in one policy the coverages of eleven different policies.</p>	 <p>Special underwriting services are offered Employers' agents to help them sell Beauty Shop Professional Insurance to a huge nationwide market.</p>	 <p>As with Beauty Shops, the Employers' offer you complete facilities for writing Professional Insurance for doctors, dentists, druggists and morticians.</p>	 <p>Bonds are also important to us . . . surety bonds for contractors, dishonesty insurance for business, plus bankers blanket, proplate and many other kinds.</p>
 <p>No group of fire and casualty companies does more national magazine, radio and direct mail advertising to help its agents.</p>	 <p>Realizing the need, the Employers' were first to offer Broadcasters' Liability Insurance to radio stations, networks, and radio advertisers.</p>	 <p>Our Family Liability Policy and our new Accident Policy are typical of our efforts to give you better policies to sell.</p>	 <p>Our analysis department offers you complete service and co-operation in preparing protection plans for both personal and commercial risks.</p>

It Pays to be The Man with The Plan

THE EMPLOYERS' GROUP

SURETYSHIP  INSURANCE

Fidelity, Surety—Fire, Inland Marine, Casualty, and Aircraft

THE EMPLOYERS' LIABILITY ASSURANCE CORP., LTD.

THE EMPLOYERS' FIRE INSURANCE CO.

AMERICAN EMPLOYERS' INSURANCE CO.

ONE LIBERTY SQUARE, BOSTON 7, MASS.

*Accident, Health,
Casualty,
Fidelity & Surety*



ACCIDENT AND CASUALTY INSURANCE COMPANY

of Winterthur, Switzerland

Organized 1875



111 John Street • New York, N. Y.

Ogden Davidson
United States Manager

Charles A. Barkie
U. S. Assistant Manager

Mid-Western Department

INSURANCE EXCHANGE • HARRISON 8000

Hugh T. Millard, Manager

Harold T. Ross, Assistant Manager

AMERICAN RE-INSURANCE CO.

Robert C. Ream, President

99 John Street, New York 7, N. Y.

DECEMBER 31st, 1944

CAPITAL	\$2,000,000.00
Surplus	8,296,510.25
Surplus to Policyholders	\$10,296,510.25
Voluntary Contingency Reserve	750,000.00
Reserve for Losses	6,416,800.46
All Other Liabilities	4,004,240.19
TOTAL ADMITTED ASSETS	\$21,467,550.90

NOTE: Securities carried at \$503,479.64 in the above statement are deposited as required by law.

CASUALTY • FIDELITY • SURETY
Re-Insurance

Hopes Wane for Jan. 15 N. Y. O.K. on Theft Filing

NEW YORK—Hopes that the New York department will approve the new residence burglary filings by Jan. 15 are waning. It has been hoped that the new schedule would be approved by that date and tentative plans had been geared to it. Now it looks as if the end of the month would be a more likely date. This will also delay effective dates in other states.

The schedule which is before the department for approval calls for a moderate flat percentage increase for New York City and another for the remainder of the state. The percentage increase for the state exclusive of New York City is the same as is contemplated for the rest of the country.

Detailed Revision in Spring

It is understood that a detailed revision of rates countrywide by territories will wait until spring. The outside theft coverage feature was introduced in 1943 but statistical reporting had been cut to a minimum because of the war-time help shortage and it was not immediately realized how necessary it was to segregate outside theft experience. This was begun Jan. 1, 1944, and the present proposed revisions are based on 18 months' experience on which outside theft figures are reported separately. By waiting till spring for the detailed revision it will be possible to have two full years of separated experience.

The present proposed revision includes a provision, to be optional with the insured, for a deductible on the outside theft feature. There has been discussion of making an extra charge for the outside theft feature, as is now done in the four most heavily populated of New York City's five boroughs but it was not made part of the proposal.

Strikes Interrupt Group Coverage Administration

LANSING—Due to experiences during the General Motors strike when group insurance of many employees has been imperiled because union pickets kept office employees as well as wage workers out of the plants, the Michigan department has advised the Ford Motor Co. to make preparations, if possible, to service group policies in event of a strike there.

While it is not definitely known that any policies actually were lapsed among General Motors workers, fears were entertained for a time that there might be lapsations and there were several delays in claim payments.

At the Oldsmobile plant here, office workers, including those operating the group division, did not make an attempt to enter the plant from the time the strike was called Nov. 21 until Dec. 17, after an injunction had been obtained outlawing illegal picketing. During that period a number of claims arose which could not be handled, the management claimed, because all available insurance records were in the plant. The company eventually advertised to inform its striking employees that they could keep their insurance in force by mailing premium checks to the company. Since office workers and other non-strikers have been allowed to penetrate the picket lines, payments have been made in many cases at the office.

The Oldsmobile group life contract is with the Metropolitan while the Michigan Hospital Service has a hospitalization contract.

McComb F & D Vice-President

Hamilton W. McComb, manager at Memphis for Fidelity & Deposit and American Bonding since 1937, has been named resident vice-president there. Mr. McComb joined the company in 1927 as special agent at Charlotte. In 1932 he was transferred to Dallas and about

Medical Society Takes Stand on Truman Proposals

NEW YORK—Substantial agreement with four of the five recommendations made by President Truman to Congress on medical care is expressed in a report of the committee on medicine and the changing order of the New York Academy of Medicine. The four points endorsed in principle are an increased hospitalization construction program, expansion of public, maternal and child health services, governmental aid for medical education and research, and an insurance program to protect workers against wage loss from sickness and disability.

The committee definitely opposes the proposal for compulsory national medical insurance, stating that such a plan is extremely complex, "and involves not only the care of the sick but also the content and structure of medical education and the broad fields of social, industrial and preventive medicine." Inordinate demands of patients and unnecessary service by doctors are cited as possible evils of such a system, and political influence and patronage are held as an ever-present danger.

Should Try Other Things

The committee pleads for "carefully planned and regulated experimentation" before any medical insurance plan is adopted. It is also urged that voluntary non-profit insurance be given a thorough trial as a means of providing medical care to the low income group, that group practice be fostered, and that federal or state grants-in-aid be made available when necessary.

The New York "Times," commenting editorially on the report, stresses the danger of political influence, "although the British experience indicates that this is not as bad as it is often painted. What must be stressed is the poor quality of medical care that has been given under compulsory insurance plans. The quality of medical care is of prime importance and must be emphasized."

It is pointed out that material extension of coverage by voluntary insurance would involve compelling the payment of taxes for use as direct subsidy to take care of low income groups and the indigent. Compulsory insurance would cost up to \$4 billion annually. Perhaps a combination of voluntary and compulsory insurance would do much to cut down the huge bill, though state and government subsidies would inject the political factor.

Need Program Now

It is possible, the "Times" suggests, that the American Medical Association may evolve a system that will work. However, time is of the essence and "we cannot wait for a variety of study and experimentations conducted at local levels. There is need for a broad health insurance program now. The coverage must be comprehensive and the scope national."

Many county and state medical societies are already operating successful voluntary health insurance programs. In Michigan there are 800,000 members and the plan there has worked successfully for three years.

"If organized medicine feels that compulsory health insurance is not the answer to this admittedly pressing problem, organized medicine must supply the answer. By utilizing the experience of existing voluntary medical and hospitalization plans, with grants-in-aid for the indigent and low income groups and with bold leadership, a satisfactory national voluntary program could be achieved," the Times suggests.

a year later to Memphis. With the exception of a brief return to Dallas in 1937, he served successively in Memphis as assistant manager and manager.



WHITHER NOW?...

Where your business year (which is yet a 'child') will take you will be governed by the footsteps you follow.

You can make this a banner year . . . through profiting by the experience of many other successful agents who are selling Emmco Insurance.

Among the many advantages you will enjoy is the Emmco Shoulder-to-Shoulder Plan . . . plus the counsel and cooperation of Emmco's experienced field representatives.

Get on the right path today . . . write or phone us and we'll be glad to have a representative call and explain the Emmco Agency Plan in detail.

Emmco

SHOULDER-TO-SHOULDER PLAN

- 1 Complete assistance to you on underwriting problems.
- 2 Attractive sales aids to help you in writing new business.
- 3 Prompt, courteous adjustment service.
- 4 Maximum protection for your policyholders.
- 5 Streamlined office methods to simplify your paper work.

Emmco

Insurance STOCK Companies
 AUTO - CASUALTY FIRE INSURANCE
 FIDELITY AND SURETY BONDS
 HOME OFFICES • SOUTH BEND, IND.

FIRE AND ALLIED LINES • INLAND MARINE • FULL COVERAGE AUTOMOBILE

GENERAL LIABILITY • WORKMEN'S COMPENSATION • BURGLARY • PLATE GLASS

FIDELITY AND SURETY BONDS

E. M. MORRIS, PRESIDENT

HARRY H. ERDMANN, EXECUTIVE VICE PRESIDENT

THOS. F. SHORTALL, VICE PRESIDENT & SUPT. OF AGENCIES

ACCIDENT AND HEALTH

Live Topics Before H. & A. Conference Mid-Year Meeting

J. W. Scherr, Jr., chairman convention committee of the Health & Accident Underwriters Conference, has announced the general program for the midwinter meeting of the conference at the Stevens Hotel, Chicago, Feb. 5 and 6. There are three half-day sessions, with a luncheon Tuesday noon, Feb. 5. Speakers will be announced later.

Two executive sessions will be held and an open session starting at 11 a. m. Feb. 6, with a round table discussion:

1. Shall we revise question in application: "Are you in sound health?"
2. Can we substitute another measurement of sickness disability for the "satisfying illness" clause?
3. Is standard phraseology for certain non-competitive provisions in accident and health policies feasible? By statute or ruling?

Wednesday Afternoon, Feb. 6

1. What place has group and franchise accident and health insurance in the pro-

gram to provide social security through private enterprise?

2. Policy coverages—any weaknesses or needed amendments in—(a) disability income, (b) surgical and medical, (c) hospital.

3. Minimum and maximum size of groups: (a) true group, (b) association group, (c) franchise.

4. Underwriting practices (conversion privilege, waivers, selection in franchise and family groups).

5. Legal aspects of issuance of group and franchise coverages.

6. What groups are best written by master policies? By individual policies?

7. Specialty group coverages: (a) deferred installment insurance, (b) school insurance; (1) student body, (2) athletes; (c) summer camps, (d) sports groups (recreation), (e) fire departments, (f) others.

8. How can group sales be increased? (a) Broader viewpoint on eligible groups for true group coverage, (b) cooperation with doctors (Wisconsin plan), (c) cooperation with Blue Cross, (d) cooperation with unions, (e) cooperation with employers, (f) cooperation with professional societies.

Form New Canadian Company

A new company, Canada Health & Accident of Waterloo, Ont., has been

chartered by the Dominion parliament. President is Earl Putnam, who has been active in life insurance for some time.

Hopkins Pittsburgh Branch Manager of Provident L. & A.

Provident Life & Accident has opened a Pittsburgh branch office for its life

and accident departments at 1805 Law & Finance building under the direction of T. E. Hopkins as manager. It will serve western Pennsylvania and also several counties in West Virginia.

Mr. Hopkins has represented Provident as general agent in Pittsburgh for a number of years, formerly being associated with his late father, W. A. Hopkins, who was a leader in the accident and health business in Pittsburgh for more than a quarter of a century. T. E. Hopkins has been prominent in organization work and served as president of the Pittsburgh Association of Accident & Health Underwriters last year.

Provident feels that the facilities of a branch office will better serve its fast growing agency force in western Pennsylvania and northern West Virginia.

Fowler to Cedar Rapids for Pacific Mutual Life

C. H. Fowler, accident and health sales supervisor of the Pacific Mutual Life at its home office, has been appointed general agent at Cedar Rapids, Ia. He has desired for some time to resume active agency building in the field, and will endeavor to develop an agency pre-eminent in the life field as well as in accident and health coverage.

Mr. Fowler was for many years with Monarch Life in supervisory work and was serving as general agent of that company at Peoria, Ill., when he went to Los Angeles to join Pacific Mutual.

American Hospital & Life Celebrates 10th Year

SAN ANTONIO, TEX. — American Hospital & Life observed its 10th anniversary with dinners at the home office and each branch.

Prof. John H. Hicks of Southern Methodist University, whom President S. E. McCreless gave the credit for bringing about the organization of the company, spoke at the home office gathering here.

Mr. McCreless while a student in college, sold life insurance and he called on Dr. Hicks. Dr. Hicks brought up group hospitalization and told how members of the university faculty were experimenting with a plan of a monthly contribution to a joint hospital expense fund. Mr. McCreless was impressed with the idea and going to San Antonio, he presented the plan to the management groups of the local hospitals. In this way the hospital service which grew into the American Hospital & Life was founded.

As a token of his appreciation, Mr. McCreless presented Dr. and Mrs. Hicks with fully paid hospitalization policies, believed to be the only such policies in existence.

Special Benefit for Babies

NEWARK—Additional benefits for new-born children are announced by the Hospital Service Plan of New Jer-

sey. A \$1 a day expense allowance is allowed per child during the joint hospital confinement with mothers eligible for maternity benefits. When the child is three months old it can be enrolled under the \$2 group and \$4 individual family rate per month.

Redfield Rents Building in Chicago for Agency

Redfield Associates, managers in the Chicago area for Mutual Benefit Health & Accident and United Benefit Life of Omaha, has taken a 10-year lease upon the five story office building at 35 West Jackson boulevard and will move all departments in there May 1, following extensive remodeling and redecorating. The entire building including basement, save for the first floor which is now rented to various shops, will be occupied by the great organization which C. Truman Redfield has built up in the last 15 years.

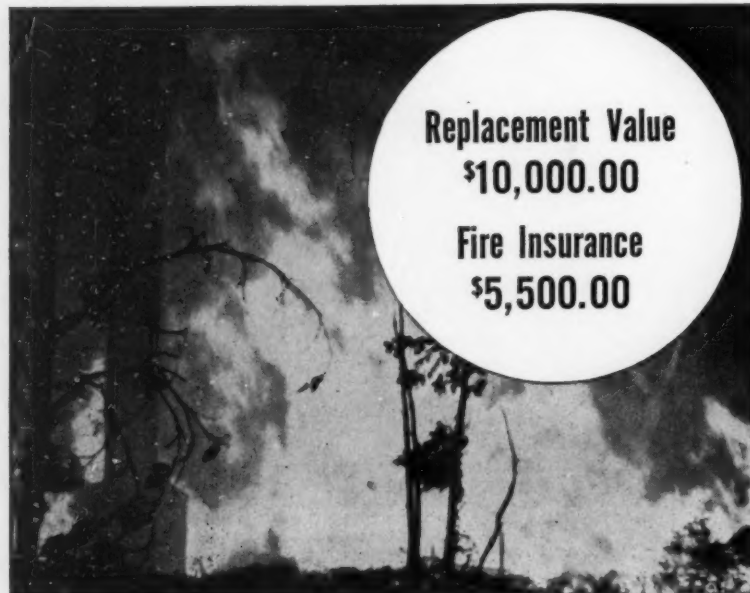
The entrance and lobby are being done over completely and the building will be retitled Redfield Associates Insurance building. It represents the fulfillment of gradually crystallizing plans for the ideal office which Mr. Redfield has been making for the past 25 years since he entered the insurance business.

The executive offices will be on the top floor, with the stenographic and accounting departments and premium collection on the fourth floor, claims on the third floor, agency activities on the second floor, and in the basement the stock, mail and photostat room, and mimeographing department.

On the third floor will be an agency meeting and school room capable of holding some hundred fifty people. Redfield Associates will have their own lunchroom for employees and for special occasions, with a well equipped kitchen.

Duane Z. Redfield, son of the manager and a discharged marine who saw combat in the Pacific fighting, is agency assistant and has many general duties.

Mr. Redfield in all has been in the in-



Replacement Value
\$10,000.00

Fire Insurance
\$5,500.00

Is this happening to YOUR policyholders?

Property values are UP; labor costs have skyrocketed; household goods, furnishings, clothes, appliances—all cost MORE. Yet most renewal policies are still based on values of three or five years ago. As a result, many property owners today are under-insured. Why not start checking your files now, and make certain that ALL your policyholders are adequately covered with American Aviation & General Insurance Company fire policies (with extended coverage) based on TODAY'S REPLACEMENT COSTS!

Valuable agency franchises are available for certain territories. Write today for complete information.



AMERICAN CASUALTY COMPANY
POLICYHOLDERS' SURPLUS OVER \$4,250,000.00

AMERICAN AVIATION & GENERAL INSURANCE COMPANY
POLICYHOLDERS' SURPLUS OVER \$1,200,000.00
READING • PENNSYLVANIA

ALL FORMS OF CASUALTY, SURETY, FIRE, INLAND MARINE AND AVIATION INSURANCE
Offices throughout the United States

**No
Business
Direct**



**NATIONAL SURETY
CORPORATION**

VINCENT CULLEN
President

insurance
been co
Health
cated in

Newsp

What
paper
policy e
day by
is Natio
ance t

For
policy f
premium
mum of
day, inc
there is
mum of
effect fo
are prov
there is

The p
but a su
vidual p
family.

Accide
and sick
has been
tonsillec
payable
in effect

Where
subscribe
three, six
in advan

Union C

PHIL
al of the
tract wr
the Am
Workers
have bee
\$20 for
fore, the
day for l
syphilis
been rem

Open C

Victor
pointed
national
Cross H
Mr. Br
at 11 So
for enrol
organizat
areas serv
plans.

Breiten
field in
plans in
cago. He
securities
with Pen

Acciden

Author
premiums
companies
at the m
crease up

Minn. C

Attorne
nesota h
use any
of prem
a retire
group in
plan.

Political

A "Sho
booklet h
Physician
ing, Chic
man's me
and the
Dingell b

Tunnel T

Speaker
Casualty
cago will
near for C
will be t
company

insurance business for 26 years and has been connected with Mutual Benefit Health & Accident for 21 years and located in Chicago 15 years ago.

Newspaper Hospital Policy

What is claimed to be the first newspaper hospitalization-surgical benefits policy ever offered was announced Sunday by the Chicago "Sun." The insurer is National Casualty. To get the insurance the applicant must be a subscriber.

For those from ages 2-55, there is a policy fee of \$1 and there is a monthly premium of \$1. The benefits are a maximum of 21 days' hospitalization at \$5 a day, incidental hospital expenses and there is a surgical schedule with a maximum of \$50. After a policy has been in effect for 10 months maternity expenses are provided up to \$40. For ages 55-65 there is a higher premium.

The policy does not cover dependents but a subscriber may purchase an individual policy for each member of his family.

Accident benefits begin immediately and sickness benefits after the policy has been in effect 30 days. Expenses of tonsillectomy and appendectomy are payable only after the policy has been in effect 10 months.

Where there is no home delivery a subscriber may get the policy by paying three, six months or one year's premium in advance.

Union Contract Liberalized

PHILADELPHIA—With the renewal of the group accident and health contract written by National Casualty for the American Federation of Hosiery Workers the hospitalization provisions have been liberalized by providing up to \$20 for miscellaneous expense. Heretofore, the benefits were limited to \$5 per day for hospital room. The exclusion of syphilis and venereal diseases also has been removed.

Open Chicago Enrollment Office

Victor H. Breitenbach has been appointed western representative of the national enrollment office of the Blue Cross Hospital Plan Commission.

Mr. Breitenbach will maintain offices at 11 South La Salle street, Chicago, for enrollment of employees of national organizations with branch offices in areas served by two or more Blue Cross plans.

Breitenbach entered the Blue Cross field in 1939 and was associated with plans in Wisconsin, Kansas and Chicago. He had previously been in the securities and investment business and with Penn Mutual Life in Wisconsin.

Accident and Health Premiums

Authorities estimate the increase of premiums in 1945 for accident and health companies at about 15%. It was stated at the middle of the year that the increase up to that time was 20%.

Minn. City Can't Pay Premiums

Attorney General Burnquist of Minnesota has held that a city may not use any of its funds to pay any part of premiums required for carrying out a retirement or pension plan or for group insurance or a hospital service plan.

Political Medicine Booklet

A "Showdown on Political Medicine" booklet has been issued by the National Physicians Committee, Pittsfield building, Chicago, analyzing President Truman's medical care and health proposal and the resultant Wagner-Murray-Dingell bills.

Tunnel Tour for Engineers

Speaker at the meeting Jan. 11 of the Casualty Engineers Association of Chicago will be A. Buck, electrical engineer for Chicago Tunnel Co. The group will be taken for a tour of the tunnel company operations.

WORKMEN'S COMPENSATION

O.K. Interstate Writing in Texas; Interstate Rating Is Being Pondered

AUSTIN—Texas commissioners have promulgated a schedule of compensation rates to become effective Feb. 1, which it is estimated represent a decrease of \$80,000 in annual premiums.

The over-all reductions in the general rate level amount to .3%. Also the bonus overtime wage in the premium base is to remain in effect. The use of the 4½% reducing wage factor remains in effect.

Last year the rate reduction amounted to approximately \$3 million. Commissioner Gibbs warned that if the increased accident trend resulting in more claim costs continued a rate increase would inevitably result.

Interstate writing was approved which will permit an employer to have only one policy to cover his operations in Texas and in other states.

The order indicated that the question of interstate rating is high on the 1946 program of the department and that work will be begun toward an early solution of this problem.

The board also approved rates, rules and forms for the writing of employers' liability and occupational disease insurance in conjunction with the compensation policy or on a separate policy if the employer desires this coverage.

These additional lines are brought under control as a result of the action of the last legislature bringing under state supervision practically all casualty lines not heretofore regulated.

Rate Reduction Made in Mich.; Average 12.8%

LANSING, MICH.—Commissioner Forbes, as chairman of the compensation rating bureau, has announced new compensation rate schedules for 1946 embodying an average reduction of 12.8%, estimated to mean a decrease of approximately \$3 million in annual premiums.

More than 700 classifications are reduced or remain the same with only eight increases allowed. The bureau decided to fix 25% as the maximum in-

crease or reduction in any given year, no matter what the experience shown under the rate-making formula.

The 1944 compensation premiums in Michigan were about \$25 million and the 1945 volume is believed to have been close to that figure.

Missouri Consolidation Bill Is Discussed

ST. LOUIS—Joseph N. Hassett, local attorney, discussed the Missouri senate bill which would create a department of labor and industrial relations, at a luncheon of the St. Louis Self-Insurers' Conference of the Associated Industries here.

The bill would abolish the present three-man commission which administers the state's compensation laws and hears disputed appeal cases. The new department would assume these duties as well as administer the unemployment compensation law, industrial inspection and mine inspection. Some employers have suggested that the present commission be retained for compensation and unemployment compensation under the direction of the head of the new department.

Earl G. Youngs, Willard, O., has taken in his son-in-law, Dale V. Stearns, as a member of his agency.



Reconversion brings readjustments for individuals, business and industry . . . and new opportunities for you. Backing the efforts of agents and brokers of Standard of Detroit Group is a country-wide organization of trained field and claim representatives, underwriters, auditors, and inspectors. And further, effective advertising and production assistance helps you open the doors to increased profits in fire, marine, casualty and surety. Why not represent Standard of Detroit Group in 1946?

STANDARD OF DETROIT GROUP

Standard Accident Insurance Company • Detroit

Planet Insurance Company • Detroit

Pilot Insurance Company • Toronto

FIRE • MARINE • CASUALTY • SURETY

CHANGES IN CASUALTY FIELD

Charles Yancey to Manning Firm

Charles Yancey has joined the T. A. Manning & Sons general agency at Dallas in charge of casualty underwriting. He thus joins his brother, Foster Yancey, and Blagdon Manning in the firm.

Charles Yancey graduated from Yale

and Harvard law school and is admitted to the New York and Texas bars. He practiced admiralty law in New York and later joined the Dallas law firm of Robertson, Leachman, Payne, Gardere & Lancaster. He entered the navy five years ago and saw combat in both the Atlantic and Pacific. He participated in every sea battle from Guadalcanal to Okinawa except two. He wears 13 battle stars and was a commander when he



A
CORRECT
DECISION



FOR SPEED, DEPENDABILITY AND PERMANENCE ON PLATE GLASS REPLACEMENTS

Call Cadillac 3707

**PETERSON
GLASS COMPANY**

2833 John R St., Detroit

was discharged. While on his terminal leave he attended the Aetna Casualty home office school.

Ainslie, R. E. Brown to New Posts

Randolph E. Brown, formerly superintendent of agencies, has been named manager of the New York metropolitan branch of New York Casualty, succeeding Arthur Schneider, who becomes resident vice-president.

George F. Ainslie, Jr., production manager, becomes manager of the agency and production department of American Surety, New York Casualty, and Surety Fire.

Mr. Brown has had many years' experience as a local agent and more recently as agency executive at the home office.

Mr. Ainslie has had a broad field experience, and for the past two years has been in charge of production and advertising at the home office.

Am. Casualty Names Sheldon, Jacobi

American Casualty has appointed John Flint Sheldon as sales promotion manager and Walter M. Jacobi as assistant to Leslie H. Erickson, vice-president and director of agencies, filling wartime vacancies.

Mr. Sheldon recently returned from the European theater where he served as a pilot in the army air forces with the rank of captain. Prior to the war he was assistant publicity director of North British & Mercantile for a number of years. He is a graduate of Williams College.

Mr. Jacobi was manager for General Accident at Harrisburg. Before that he spent many years in the underwriting and production departments in New York of General Accident. He is a graduate of Lehigh University.

Wirkin Chief Engineer of Manufacturers Casualty

Frank J. Wirkin, who has just been appointed chief engineer by Manufacturers Casualty in the home office, was a visitor in Chicago, conferring with Byron Sommers, branch manager.

Mr. Wirkin previously was safety director at the home office of Auto-Owners of Michigan and before that was

connected with the home office of Bituminous Casualty in a similar capacity.

He is a graduate of University of Illinois in chemical engineering and was safety director of the Ceco Steel Products Corporation of Chicago before joining Bituminous. He has been 12 years in the insurance business.

Opens West Texas Unit

Insurers Indemnity has opened a new office in the Lester-Fisher building, Big Spring, Tex. R. B. Norris, formerly chief engineer, will be in charge as field representative and will service all the west Texas territory.

Witt Returns to Chicago Post

M. W. Witt has returned from 30 months in the navy to rejoin the claim department in the Chicago branch office of Manufacturers Casualty and Manufacturers Fire. He was connected with the office before entering service. Mr. Witt was a non-commissioned officer and an investigator. He worked on the investigation of the crash of a bomber into the Empire State building in New York City.

Phelan to Fireman's Fund Group

John Phelan has been appointed special agent of Fireman's Fund Indemnity and the automobile department of Fireman's Fund in Los Angeles. Previously he had been special agent of Globe Indemnity in southern California.

Wilson to N.Y.C. for Travelers

After three years in the navy, Thomas E. Wilson has been appointed assistant manager fidelity and surety lines in the John street branch office of Travelers in New York City.

Prior to entering the service, Mr. Wilson had the same job at Hartford. A graduate of Yale in 1936, for four years he was with Aetna Casualty in Boston.

Commissioned an ensign in December, 1942, he held the rank of lieutenant at the time of his discharge and had commanded a PT boat at Bougainville, Bismarck Archipelago, Palau and the Philippines.

A. J. Victor Returns

A. J. Victor, manager of the automobile department at the New York City office of Fireman's Fund Indemnity and Western National Indemnity, has returned to his desk after more than two years' service in the army signal corps.

New Mayflower Officers

SEATTLE—Ralph W. Potts, vice-president and counsel, has succeeded L. A. Muessel as president of Mayflower Underwriters, attorney-in-fact for the Mayflower Inter-Insurance Exchange, new Seattle reciprocal writing auto lines. L. D. Potter was named vice-president; Orrin Drew, second vice-president; and William Wahl, secretary-treasurer.

Toll Syracuse Field Man

Herbert Toll, formerly resident engineer, has been appointed special agent for Continental Casualty at Syracuse. John Lehmon, formerly of Philadelphia, is transferred to Syracuse as resident engineer and Carl Holstrom has been made assistant to Mr. Lehmon. Mr. Holstrom has been in the army four years and prior to that was with Continental Casualty at New York.

Lt. Col. John W. Barricklow, who spent five years in the army, has been discharged and has joined the Columbus office of Travelers. Before entering the army he was an agent at Lancaster, O.

William O'Toole and William Leonard have returned from army service to Merchants Mutual Casualty in the New England department at Boston. They were both sergeants.

PACIFIC EMPLOYERS INSURANCE COMPANY

VICTOR MONTGOMERY, President

A Capital Stock Casualty Insurer

TO PRODUCERS:

HOW HIGH IS UP? HOW MUCH IS AN INCREASE? HOW FAR IS FORWARD? FOR THESE BUSINESS DEVELOPMENT ANSWERS IN 1946, TIE IN WITH

PACIFIC EMPLOYERS

HOME OFFICE: 1033 SOUTH HOPE STREET, LOS ANGELES - 15



NEWS OF THE CASUALTY COMPANIES

Launch Republic Indemnity as Casualty Affiliate of Dallas Fire Company

DALLAS—Republic Indemnity has been organized as a wholly owned casualty and surety affiliate of Republic of Dallas. It starts with \$200,000 capital and \$100,000 surplus and has been licensed in Texas, Oklahoma and New Mexico.

Officers are those of the fire company, headed by H. H. Gaffney as president. The company has a joint fire and casualty charter but will not be exploited for the present, writing only automobile insurance.

Ross Earl Stults of Dallas is appointed Oklahoma special agent of Republic Indemnity.

Incorporate New Casualty Company at Kansas City

JEFFERSON CITY—A certificate of incorporation has been issued to Commerce Casualty & Surety of Kansas City.

The directors are: William D. Jackson, G. M. Isley, Moss H. Silverforb and Ralph L. Shores, all of Kansas City; Maurice Pope, St. Joseph; Paul E. Turner, Fayette, Mo.; W. Ralph Walsh, St. Louis; Samuel E. Segelbohn, Kansas City and I. R. Kanatzar, Washington, D. C.

Mr. Silverforb, Commerce building, Kansas City, the attorney, states the program cannot yet be announced.

More Colonial Contributions

Commissioner Garrison has authorized Colonial of Los Angeles to issue contribution certificates of \$150,000, \$50,000 to the McNab general agency.

License Ia. Elevator Mutual

Farmers Elevator Mutual Casualty of Des Moines has been licensed to write workmen's compensation and liability insurance. The new company is sponsored by the Farmers Grain Dealers Association of Iowa which also operates Farmers Elevator Mutual, a fire company.

Big Merger Takes Effect

The merger of Mellon Indemnity into General Reinsurance became effective Dec. 31. Stockholders approved the consolidation and the New York and Pennsylvania departments gave their approval. The capital of General Reinsurance now stands at \$5 million, surplus to policyholders exceeds \$19 million and assets are more than \$38 million.

Ideal Mutual of New York has been licensed in Ohio. Norman R. Thayer of Cleveland is state agent.

PERSONALS

John D. Saint, Jr., has returned from war service to the home office staff of Provident Life & Accident of Chattanooga. He was captain of the combat military police in the army. His father

was formerly manager of the Tennessee Association of Insurance Agents and prior to that of the Louisiana association. He is now in the local business in New Orleans.

C. Emery Chapman, supervising casualty underwriter for Maryland Casualty at Chicago, is confined to Grant Hospital with a bout of pneumonia. He is on the way to recovery.

DEATHS

R. E. Hamil, 44, legal associate of American Automobile and Associated Indemnity at New York, died at his home in New York.

T. B. Gloster, 71, retired compensation claims manager of General Accident in Detroit, died at 71 in Traverse City, Mich., after an extended illness. A native of Detroit, Mr. Gloster was a printer for 25 years and served as commissioner of labor and industry. He was with General Accident from 1925 to 1942, when he retired.

SURETY

Hutchinson N. J. President

NEWARK—All officers of the Surety Underwriters Association of New Jersey have been renominated and the annual meeting is scheduled for this week. The officers are H. N. Hutchinson, American Surety, president; P. A. S. Rogers, U. S. F. & G., vice-president, and L. P. Hodgman, Employers group, secretary and treasurer.

Open Bids on Coast Projects

LOS ANGELES—United Concrete Pipe Corp. has been awarded the contract for the construction of the Cerri-

tos Channel bridge at Terminal Island, Los Angeles harbor, by the Navy Department at its low bid of \$5,491,000. Maryland Casualty through its Los Angeles branch office will execute the bond on the contract.

A. Farnell Blair, Los Angeles, was low bidder for the construction of buildings, services and paving at the Chappo Flats, Camp Pendleton, Cal., when the bids were opened by the Navy Department, with the price of \$2,238,000. Seaboard Casualty will execute the bond.

Launch Cal. State Construction

SAN FRANCISCO—California's state development program is getting under way.

Among the first bonds to be announced since the war are three just written by Glens Falls Indemnity, one for \$222,367 for construction of a dam and appurtenances for the Rector river reservoir near Napa, Calif.; another for \$1,178,869 for 8.1 miles of highway construction near San Jose and the third for a highway project near Marysville for \$1,879,340.

New Auto Agreement Is Completed in California

The new California automobile agreement, formulated to succeed that put into operation by former Commissioner Caminetti, has been completed, and a meeting was held in San Francisco to vote on its approval. It is to be mailed to the signers for final acceptance.

It follows the suggestion made by Commissioner Garrison, that the commissioner be freed from any functions save administrative, such as naming the advisory committee and calling meetings of the committee. Also its provisions have eliminated everything save the regulatory definition of fictitious fleets and their handling. It also eliminates the requirement for any rate or other filings.

THE REASON WHY
THE WESTERN SURETY COMPANY IS REPRESENTED IN THE BEST AGENCIES EVERYWHERE



THE SAME REASON WHY
You SHOULD ALSO REPRESENT US

WESTERN SURETY COMPANY

Western Surety Bldg.
Sioux Falls, S. Dakota

21 W. 10th Street
Kansas City 6, Mo.

175 W. Jackson Blvd.
Chicago 4, Illinois

"One of America's Oldest Surety Companies"

Agents are invited to write for samples of the order blanks developed as part of our program of success through helping agents to succeed.

Watson and Salisbury Talk at Milwaukee Jan. 16

MILWAUKEE — The Milwaukee County Board of Casualty & Surety Underwriters will hold its annual meeting here Jan. 16. Robert C. Pittelkow is president. R. C. Salisbury of Madison, director of highway safety, Wisconsin state motor vehicle department, will review the new Wisconsin auto safety responsibility law and conduct a round table on the subject. A talk on the recent endorsements amending agreement III of the automobile liability policy will be made by Harold Watson, Milwaukee, state agent Connecticut Indemnity and Security of Connecticut.

President Pittelkow, Rudolph A. Laub, vice-president, and A. A. Veitenhaus, treasurer, have been nominated to succeed themselves. To succeed directors whose terms expire the nominating committee will offer the following from whom three will be selected: Edwin Eckstein, G. E. Schwarm, Clement Winke, Ray Kessler, John Brennan and B. C. Broude.

New Kansas City Officers

The Casualty & Surety Underwriters Association of Kansas City has elected P. H. Hawes, president; J. M. Downey, first vice-president; R. L. Stewart, Jr., second vice-president; Walter Cook, secretary-treasurer. O. R. Leeds, immediate past president, is chairman of the executive committee, which includes Kenneth Dubach, O. B. Simmons, Leslie Stewart and F. Glenn Packwood. About one hundred and fifty members attended the party meeting.

WANT ADS

SERVICE OFFICE MANAGER WANTED

Multiple line casualty company has opening for manager of their Cleveland, Ohio Service Office. An excellent opportunity for the right man. Replies treated confidentially. Address E-35, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

SAFETY ENGINEER

Desires connection—14 years insurance experience—Specialist, Industrial Safety. Willing to locate anywhere. Now in Chicago. Address E-40, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

CASUALTY UNDERWRITERS

Need experienced automobile underwriters; also, plate glass, burglary and boiler underwriters, male or female, to join our organization in the Loop in Chicago. Modern office. 5 day work week. Our employees know of this ad. Write full details of your experience. Address E-36, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

CASUALTY MAN — AVAILABLE

9 years casualty underwriting experience. Desire Branch Manager or Underwriting position. 30 years old, married, aggressive, capable, college graduate, veteran, now employed. Address E-34, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Casualty special agent for Chicago and Illinois territory. Branch office of multiple line bureau company. Field experience preferred but if you have casualty underwriting experience will consider. Permanent position with excellent prospects for management branch office. State salary requirement and qualifications. Address E-43, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

Study Surcharge Question in Assigned Risk Plan

Insurance Director Parkinson of Illinois has been negotiating with the casualty companies for a revision in the automobile assigned risk plan to eliminate making a surcharge in the rate for those risks that are rejected merely because they do not conform to underwriting classification rules of the insurers. Mr. Parkinson, it is understood, is holding in abeyance the issuance of any ruling until he receives a counter-proposal from certain of the company interests.

Mr. Parkinson is taking especial interest in the matter at this time because an assigned risk procedure is specified in the new automobile financial responsibility act that became effective in Illinois Jan. 1. Under the assigned risk program there is a minimum surcharge of 15% on private passenger car risks. Mr. Parkinson, it is understood, does not object to the imposition of a surcharge on those individual risks that have demonstrated on their record an extra hazardous condition, but it is reported that he takes the position that an extra charge should not be imposed on those that are unable to get insurance in the normal way simply because they fall within an excepted underwriting class such as age or occupation.

Damage by Flood Held Not Covered by Boiler Policy

Action brought against Hartford Steam Boiler for refusal to pay a claim resulting from flooding of insured mechanical equipment caused by overflow of a river was decided in favor of the company, the U. S. district court of northern Illinois declaring the flood did not constitute an accident under the terms of the policy.

The plaintiff operated a dam, power house and plant near the river, which flooded during a heavy rain and produced the greatest rise in its history.

The 36 insured objects were rendered non-operative.

The policy in question provided that an accident is "a sudden and accidental breaking, deforming, burning out or rupturing of the object or any part thereof, which manifests itself at the time of the occurrence by immediately presenting continued operation or by immediately impairing the function, necessitating repair or replacement." The evidence disclosed that although the flood itself might have been regarded as accidental in that generic sense, it could not be so considered under the terms of the policy.

The court found no ambiguities in the policy definition and therefore could not apply general authorities on similar cases cited by the plaintiff.

Final 1944 Accidental Death Figures Reported

WASHINGTON — Final figures for accidental deaths in the U. S. for 1944 show a total of 95,237 compared to 99,038 in 1943, the census bureau reports. The 1944 accidental death rate was 71.8 per 100,000, compared to 73.9 in 1943. Causes of accidental deaths and the rate per 100,000 population follow:

	Number	Rate
Total accident deaths.....	95,237	71.8
Motor vehicle	24,282	18.3
Injury by fall	22,472	17.0
Air-transport	6,657	5.0
Drowning	5,613	4.2
Burns (exc. conflagration) ..	5,312	4.0
Railway acc't (except collisions with motor vehicles) ..	3,456	2.6

Wetterlund Milwaukee Speaker

MILWAUKEE — R. J. Wetterlund, vice-president and general counsel of Washington National and president of the Health & Accident Underwriters Conference, spoke on "The Future of the Accident and Health Business" at the luncheon of the Accident & Health Underwriters of Milwaukee Wednesday. Plans were made for a large delegation

of Milwaukee members to attend the mid-year convention of the National association at Wichita, Jan. 23-25.

Gilman to United Nat'l Ind.

Ben B. Gilman has become affiliated with United National Indemnity as special agent for Minnesota. He was previously Minnesota special agent for Employers Liability. Prior to that, he was for 12 years with Aetna Casualty in various states including Minnesota. He is a native of Kentucky and his insurance experience began in 1922 with a general agency in St. Louis.

P. A. Goodale, Jr., in New Post

Percy A. Goodale, Jr., son of Percy A. Goodale, Boston manager of Preferred Accident, who has just finished four years service in the navy, has entered the office of Maurice H. Saval, Boston specialist in out of the ordinary coverages, and will serve as field man for that office. He was in the brokers field in Boston. In 1940 he became special agent in the Boston branch office of the Preferred Accident, which position he held when he went into service.

Butterfield Boston Speaker

W. Clark Butterfield, National Casualty, president International Claim Association, will address the Boston Life & Accident Claim Association, Jan. 11.

Industrial Safety Chart Series

The division of labor standards of the U. S. Department of Labor is cooperating with "Mill & Factory" on a series of industrial safety charts designed to promote safe working practices around common types of industrial equipment. The first in the series is on drill presses. Subsequent issues, which will be published monthly, will cover circular saws, power trucks, lathes and other types of industrial equipment. The series will continue indefinitely.

These charts are designed for employee training and educational programs, for mounting on bulletin boards, for reproduction in house organs and trade publications, in safety training manuals and other related ways.

Copyright restrictions have been waived on these charts.

They can be purchased from "Mill & Factory," 205 E. 42nd street, New York 17, N. Y., or from the Superintendent of Documents, Government Printing Office, Washington 25, D. C.

The GPO copies will be available soon at five cents each, less 20% in lots of 100 or more.

C. J. Hammer, Pittsburgh manager of Fidelity & Casualty, died there. He would have been with F. & C. 44 years Feb. 12.

Miss Alma Davidson, assistant secretary of the Alabama Association of Insurance Agents, will be married Jan. 19 to Edwin Roton. They will live in Atlanta.

Central Mutual Mich. Case Up to Highest Court

WASHINGTON—An assessment of \$6,116.16 is involved in petition of Roy D. Keehn, received of Central Mutual of Chicago, to the Supreme Court for review of a Michigan supreme court decision in favor of respondent, Charles J. Rogers, Inc., and overruling judgment of the trial court in favor of petitioner for \$7,084.52 plus costs.

The appellate court held judgment could not be maintained because demand for payment of assessment was not made upon Rogers within a year after expiration of Rogers' policy in Central Mutual in 1936. Rogers was sued in 1943 and pleaded as defense section 12, 660 of the Michigan mutual insurance code, imposing a year's limitation to demands after expiration of policy.

Rogers was a Central Mutual member under a policy imposing contingent liability up to one time the premium. The policy was cancelled by mutual consent Oct. 10, 1936, when the company became insolvent and was taken over for liquidation by the Illinois department. Assessment was levied in 1940, which the receiver was authorized to collect by suit.

Contentions in Michigan Court

Keehn argued in Michigan courts that the Michigan code provision referred to did not and could not constitutionally apply to foreign companies in liquidation, that he was suing on a valid Illinois judgment entitled to full faith and credit under the constitution and as permitted within the ten years allowed by Illinois and Michigan statutes of limitations.

The trial court upheld these contentions, but the state supreme court held the full faith and credit clause inapplicable.

Outlining five questions presented to the court, petitioner repeats his contentions in Michigan courts and argues: (1) Rogers, Inc., a Michigan corporation, is bound by Illinois proceeding, although not a party thereto or notified thereof; (2) the one-year proviso of the Michigan code is not a statute of limitations; (3) the doctrine of comity is irrelevant; (4) no question of Michigan policy is or could be involved; (5) suit is on a judgment, not a contract, and liability involved is statutory, not contractual; (6) Michigan members of the company should not be exempted from the obligation to pay assessments which courts have enforced against members in other states.

Arnold H. Jenks, a broker with the head office of Employers Liability, who has specialized also in life insurance since his graduation from Bowdoin College in 1935, has been appointed manager of the life insurance department of Field & Cowles in Boston.



SEABOARD SURETY CO.
C. W. FRENCH, President

WHITEHALL 3-1484
80 JOHN ST., NEW YORK

Specializing in
**FIDELITY, SURETY and
FORGERY BONDS**

The pr
the annua
Associatio
surance
Marvin H
Hotel, H
18. This
first full
since 1941
With
Sam Welc
chair the
session w
with a
meeting i
followed
by W. W
Sioux Fal
al state d
the after
will give
manager
duct a di
and Bur
will give
policy.
There v
agent aut
er will b
apolis, m
tee of the
Mr. Bu
tion comm
deen is ch
mittee, Ea
the resol
Dubes of
auditing c
D. P. L
Fire, will
at luncheo
an open h

Colridg
Detroit
DETRO
itary-man
surance A
meeting o
Insurance
tail hour
will be b
sickness
the direct
submitted
bers and
cipal sum
\$5,000.

Manhard
Elgin A.
dent of th
Insurance
Charles A
Naming of
Helen Sto
was deferr
her nomin
treasurer
Insurance
not feel s
responsibility

Johnson
ST. PA
will addre
Minnesota
surance Co

New She
Sheffer-C
ing firm, h
Hartong a
anal intellig
partners. I

INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

S. D. Agents' Program Completed

The program has been completed for the annual meeting of the South Dakota Association of Insurance Agents at Marvin Hughitt Hotel, Huron, Jan. 18. This will be the first full convention since 1941.

With President Sam Weller in the chair the morning session will get off with a business meeting to be followed by a luncheon address by W. W. Burt of Sioux Falls, national state director. In the afternoon, Commissioner Mueller will give a talk, Ben Gates, St. Paul manager of Hartford Accident, will conduct a discussion on casualty insurance and Burt Burton, state agent of Home, will give a discussion on the new fire policy.

There will be a showing of the bank-agent auto plan film. The banquet speaker will be Richard Thompson, Minneapolis, member of the executive committee of the N.A.I.A.

Mr. Burt is chairman of the convention committee, Harold Wilson of Aberdeen is chairman of the nominating committee, Earl A. Mueller of Groton heads the resolutions committee and E. E. Dube of Armour is chairman of the auditing committee.

D. P. Lemen, president of Queen City Fire, will be host to the conventioners at luncheon. E. W. Smith Co. will hold an open house prior to the dinner.

Colridge to Speak at Detroit Annual Meet

DETROIT—F. C. Colridge, secretary-manager National Association of Insurance Agents, will speak at the annual meeting of the Detroit Association of Insurance Agents on Jan. 25. A cocktail hour will precede the dinner. Directors will be elected. Details of the group sickness and accident plan adopted by the directors in December have been submitted to the membership. Members and employees are eligible for principal sum coverage of from \$1,000 to \$5,000.

Manhard Continues in Office

Elgin A. Manhard was reelected president of the Rock Island Association of Insurance Agents at the annual meeting. Charles A. Brady is vice-president. Naming of a secretary to succeed Miss Helen Stombs, who has served 11 years, was deferred due to the withdrawal of her nomination. Miss Stombs became treasurer of the National Association of Insurance Women last June and does not feel she can further carry the responsibility of two offices.

Johnson to Address Mutuals

ST. PAUL—Commissioner Johnson will address the annual meeting of the Minnesota Association of Mutual Insurance Companies here Jan. 24-25.

New Sheffer-Cunningham Partners

Sheffer-Cunningham, Wichita adjusting firm, has taken in Lt. (j.g.) W. A. Hartong and O. V. Ashley, of the criminal intelligence division of the army as partners. Both had been with the firm

for eight years before entering service. Mr. Ashley was assigned to Manila the latter part of the war. Mr. Hartong was an executive officer on a mine sweeper.

Devitt Minneapolis Speaker

MINNEAPOLIS—Edward J. Devitt, assistant attorney general of Minnesota in charge of insurance matters, will speak at the Jan. 14 luncheon meeting of the Insurance Club of Minneapolis of his experiences as a lieutenant in the navy during the war. The program is being sponsored by the R. M. Neely Co., St. Paul.

McQueen Golden Anniversary

McQueen, Inc., prominent local agency of Racine, Wis., is this year commemorating its 50th anniversary. President is T. S. McQueen; vice-presidents R. L. McQueen and J. S. Allan, and secretary, I. E. Fredrickson.

Joins Wheeler, Kelly, Hagney

Capt. Frank H. McCullough, recently discharged from the army air force, has joined the Wheeler, Kelly, Hagney agency at Wichita as assistant to James Jarvis, in the new aviation department. The department handles aircraft financing and insurance of aircraft and airport properties.

Stubbs Discusses Fire Policy

L. T. Stubbs, Monarch Investment Co., vice-president of the Wichita Association of Insurance Agents, led a discussion on the 1943 New York policy at the board meeting this week, the policy having been adopted for use in Kansas effective Feb. 15.

Ellis & Co. Premiums

L. E. Ellis & Co., general agents at Des Moines, estimate their premiums for the last 11 months of 1945 at \$647,366. The total premium writings for the year will be about \$700,000.

Weiser Champaign Speaker

Donald K. Weiser, assistant manager of Aetna Casualty, Chicago, discussed

the new financial responsibility act before a group of 80 agents at a dinner meeting in Champaign, Ill., Monday.

Frank Smith, president of the Champaign County Board, made the arrangements.

Knorr Rejoins Wichita Agency

Lt. James H. Knorr, partner in the Dulaney, Johnston & Priest agency, Wichita, has returned to the agency following two years in the navy, much of the time in the South Pacific. Lt. B. J. Weldon, another partner in the agency is expecting to return by late February. He recently returned to the Oakland naval base from the South Pacific.

County Insurance Renewed

APPLETON, WIS.—The Outagamie county board of supervisors insurance committee has renewed the fire and windstorm insurance on the county asylum and home buildings and contents with nine local agents in the county.

NEWS BRIEFS

Maj. John J. McGlone, back from four years in the army signal corps, has rejoined Goddard & Heinselman Co. of Minneapolis and has been elected vice-president of the firm, which specializes in insurance engineering.

Armand Harris has been elected a member of the executive committee of the Insurance Agents Association of St. Paul.

George K. Belden of the Fred L. Gray Co. has been reelected president of the Automobile Club of Minneapolis.

Maurice M. Douglass, former staff adjuster with the Parsons office of Western Adjustment, has returned from war service and has been assigned to the Wichita office.

L. E. Gerald, formerly a local agent in Iowa, who was employed at the Badger Ordnance works near Baraboo, Wis., during the war, has opened a local agency there.

The Howard B. Somers Agency, Elyria, O., has changed its name to Somers-Smith Agency, Joseph E. Smith having entered the firm.

H. H. Tamplin, owner of an agency at Troy, O., has taken in his son, Park H. Tamplin, as a partner.

Harold Dean has purchased Hanes agency, Montpelier, O. The old name will be retained. Mr. Dean also has another agency.

Joseph W. Frisch has taken over the Joseph J. Frisch agency, La Crosse, Wis.

IN THE SOUTHERN STATES

Install Hargis on Jan. 17, as President in Birmingham

BIRMINGHAM, ALA.—New officers of the Birmingham Association of Insurance Agents will be installed at its annual dinner on January 17. New officers are: President, James O. Hargis, Jr., Molton, Allen & Williams; vice-president, Philip C. Jackson; secretary-treasurer, John V. Coe, Jr., of Realty Mortgage Company; executive committeemen, Ed Gardien, Henley & Co., Norwood Barker and Nathan Goldstein, Engel Agency.

C. C. Crawford was elected chairman of the membership committee, and John W. Wood was reelected chairman of the grievance committee.

Prior to the dinner, a team of Birmingham association members will compete with a team of the Atlanta association agents in a radio contest, "Quiz of Two Cities."

Alabama Mid-Year Set for April 19

BIRMINGHAM, ALA.—The Alabama Association of Insurance Agents will hold its mid-year meeting at Montgomery on April 19. There will be two sessions for members only. A dinner dance is planned in the evening open to company people. Directors, the executive committee and other committees will hold special sessions in the afternoon.

Tighten Up Texas Pro Rata Cancellation Rules

DALLAS—The abuse of pro rata cancellation of fire policies in anticipation of a fire record change or a rate change has resulted in a new cancellation rule in Texas, which makes short rate cancellation obligatory in all cases except on the request of a company in order to get off a risk entirely or to reduce the amount it is carrying. The sin-

gle exception is a builder's risk, which can be cancelled pro rata on completion of the building, regardless of whether the insurance is rewritten in the same or different company, or whether rewritten at all.

Fire Commissioner Hall says policies must be cancelled short rate even if the insured property is sold and the new owner wants a new policy; if the insured has several fire policies on the same property and wants to cancel them and rewrite in order to consolidate in one policy; and also if the insured wishes to establish a common expiration date for all of his policies. "The board of commissioners was not unmindful of the desirability of pro rata cancellation for a common expiration date and the question was considered from all angles," Mr. Hall explained. "Some inconveniences will result from the new rule but we believe that the benefits will outweigh the burdens."

Bizzell Resumes Post as La. Rating Bureau Head

NEW ORLEANS—Lt. Col. William F. Bizzell, recently back from Japan, has been released by the army and has again taken up his duties as manager of the Louisiana Rating & Fire Prevention Bureau. Col. Bizzell was granted a leave for the duration by the bureau when he was called to active duty in 1942 as captain of field artillery. He was later made major and then advanced to lieutenant colonel.

During his absence the bureau's affairs were handled by Tom J. Hayes, who was appointed acting manager. When Col. Bizzell was reinstated as manager at the board meeting last week, Mr. Hayes was elected associate manager.

H. V. Godbold Is Retiring

H. V. Godbold is retiring Jan. 15 from active management of his local agency in Richmond, turning it over to his son, H. V., Jr. He will, however, remain as president. His son, recently returned from service, is vice-president of the agency. Mr. Godbold has been in the insurance business 52 years and has been operating his agency in Richmond since 1913. His son was with the agency for two years before entering service. Previously, he was with Zurich in Chicago for four years.

Tennessee Directors to Meet

NASHVILLE—The employment of a secretary-manager to succeed R. T. Cawthon and a check on the use of the bank-auto plan by local agents will be the chief subjects for discussion at a meeting of the executive committee of the Tennessee Association of Insurance Agents here Jan. 25. Joe Bandy of Stokes-Bandy, Nashville, is chairman of a special committee to receive applications for the secretary-manager's job.

Open N. O. Mutual Agency

Lt. Comm. Ben R. Franklin, Jr., just released by the navy after 57 months service, and Fred R. Gottesman, just out of the army, both formerly connected with well known New Orleans stock offices, have opened an agency as Franklin & Gottesman, with offices at 500 Carondelet street, representing Merrimack Mutual, National Retailers Mutual, Northwestern Mutual Fire and Lumbermen's Mutual Casualty.

Roberts & Rhea Additions

Fred D. Thompson, after four years in the navy has returned to Roberts & Rhea of Fort Worth as auditor. Roberts & Rhea are managers of Fort Worth Lloyds and Texas managers of Merchants Fire of Indiana.

Paul R. Ward, formerly a local agent

of San Angelo, has joined Roberts & Rhea as special agent and Jesse E. Terry has become assistant claims examiner and safety engineer.

Louisville Agency Consolidation

The Bohon & Tiller agency of Louisville has been consolidated with the Jefferson agency. New and larger offices have been taken in the Starks building. The Bohon & Tiller agency is one of Louisville's oldest agencies, having been established in 1890. Milton F. Jefferson will operate both agencies.

Two Return to Dunlap & Co.

Two associates have returned from the navy to Dunlap & Co. of Atlanta. They are Madison S. Massey, secretary of the agency, who enlisted in October, 1942, and reached the rank of lieutenant-commander, and John M. Raine, assistant secretary, who enlisted in November, 1942, and was a lieutenant.

Parks in N. C. for L. E. English

Roy C. Parks, Jr., has been appointed special agent for Louis E. English general agency in North Carolina, with headquarters in Richmond.

Mr. Parks was in the underwriting department prior to the war and has returned after four years as captain in the air corps.

Losses Light in Texas Storm

Comparatively small property damage resulted from the Texas twister which roared across the pine timber region of east Texas, Jan. 4, as no population centers and no industrial districts were struck. Palestine, Texas, was in the direct path and there was some damage at Nacogdoches and Corsicana.

Kramer Heads Tulsa Board

Phil C. Kramer has been elected president of the Tulsa (Okla.) Insurance Board. Floyd J. Powell is vice-president and James O. Whelchel, reelected secretary-treasurer. On the executive committee are Byron H. DeSels, John Sturdivant, Lee Britton, Noble Hood, C. L. Engle and Eric C. Stahl.

Discuss Virginia Legislation

The directors of the Virginia Association of Insurance Agents held an all-day session in Richmond Friday, discussing principally the legislative program. The legislature convened Jan. 9. No announcement has been made as yet as to what legislation the association may sponsor.

NEWS BRIEFS

B. Y. Calvert, local agent in Lynchburg, Va., is taking his son, B. Y., Jr., recently returned from service, into business with him.

W. Dudley Gale of Gale, Smith & Co.

FACTUAL APPRAISALS

SOUND
COMPETENT
RESPONSIBLE

The Lloyd Thomas Co.

APPRAISAL ENGINEERS
EXECUTIVE OFFICES
APPRAISAL ENGINEERING BUILDING
4111 RAYMOND AVENUE
CHICAGO 40
DISTRICT OFFICES IN OTHER PRINCIPAL CITIES

Impartial Valuations
of Industrial and Com-
mercial Property. Thirty-five
years of factual appraisal
service to America's more con-
servative business institutions.

CHASE CONOVER & CO.

Auditors & Accountants

135 So. La Salle Street
Chicago

Telephone Franklin 3868

has been elected vice-president of the Nashville Chamber of Commerce. Mr. Gale was also recently appointed on a special committee to select a site for a new Federal Office Building for Nashville for which Congress has made an appropriation of \$5,500,000.

Tom Clarke, who has returned from three years service as lieutenant in the navy air transport, has joined the insur-

ance staff of Adair Real Estate & Loan Co., Atlanta. He started with Underwriters Salvage Co. in 1930, five years later went with General Exchange and then with Fire Companies Adjustment Bureau.

Lauron S. Yeo and associates have organized a new agency in Atlanta. Mr. Yeo was formerly a departmental manager in one of the large agencies there.

PACIFIC COAST AND MOUNTAIN

Gasser Is New King County Head

SEATTLE — William Gasser was elected president of the King County Insurance Association at a business meeting preceding the annual banquet. He succeeds Edgar L. Smythe, McGraw, Kittinger & Case.

Other new officers are Robert P. Cunningham, vice-president; Harold B. Myers, secretary-treasurer, and new trustees, Willard H. Scott, Lloyd A. Perkins and H. P. Sargent.

R. O. Haynes, LaBow, Haynes Co., was toastmaster at the banquet. Sergt. Kenneth W. Day of Seattle related his experiences in Jap prison camps. Guests included Commissioner Sullivan, Lee I. Keuckelhan, chief deputy, and R. D. Williams, special deputy.

New Idaho Dwelling Tariff

The Idaho Surveying & Rating Bureau has announced a new dwelling tariff to be used for rating habitational occupancies. The new tariff is divided into two sections, one to apply to properties located in protection areas grading Class 8 or better, and the other for protection areas grading 9 or 10. Exposures between dwellings are no longer charged for unless in range with a mercantile or industrial risk. The general rules publication has been amended to include special rules for habitational risks under course of construction. Standard Forms Bureau forms 184 for protected risks, 348-0 or its equivalent, for unprotected risks, and forms 14 and 293 are required under the new rules.

Seattle General Agency's Change

A newly-formed partnership, McCollister & Co., has succeeded McCollister & Campbell, long-established Seattle general agency. John C. McCollister, president of the old corporation, is senior partner of the new firm. L. L. Edwards, manager of the general agency's fire department for many years, has become a partner. Dan H. McCollister, brother of John C. McCollister, who was one of the founders of the old firm, has retired. The general agency represents the U.S.F.&G., Fidelity & Guaranty Fire, Empire State Fire and Mercury.

Small, Swanholm to Hawaii

E. Warren Small, a familiar figure in San Francisco's insurance district for a number of years, has been appointed manager of the Hawaii Rating Bureau. K. H. Swanholm, from the Idaho Rating Bureau, is assistant manager. Mr. Small, who has been in the field for a number of years for the old Wallace-Phipps general agency, Cravens, Dargan & Co. and Marsh & McLennan, succeeds the veteran Bernard Froiseth, who retired Jan. 1.

Edmundson Joins Old Guard

America Fore's Old Guard attached to the Pacific department held its annual dinner meeting. Qualification certificates and watches were awarded to new members including H. Clyde Edmundson, vice-president; George J. McGaffigan, inland marine department; Andrew P. Thom, manager San Francisco office; Knowla D. Dennis, automobile department; R. C. Vaughan, R. R. Short, W. E. Graves, and Norman G. Boyd. All have served 25 years.

Am. Fore Opens So. Cal. Unit

America Fore has advanced J. T. Brocksieper to manager of the newly designated southern California office.

Mr. Brocksieper has been state agent, and in December completed 25 years of service with the group. He was at one time chief examiner with the Pacific Board and later manager of the Los Angeles Insurance Exchange.

Big Housing Project Loss

Firebugs allegedly set two blazes in the huge Vanport City, Ore., housing project, causing damage estimated at \$140,000. Shopping Center No. 1 at Force avenue and Victory boulevard sustained damage of \$40,000 to building and \$100,000 to contents. The structure housed a clothing store, home furnishing store, photograph studio, grocery, meat market, beauty parlor, barber shop and restaurant.

Brock to Bakersfield Agency

William H. Brock, Jr., who recently resigned as San Francisco manager of Union Central Life, is joining the Erroll H. Clare agency at Bakersfield, Cal. The firm is to be known as the Clare-Brock Agency.

Mr. Brock, who has been in life insurance since 1936, has a knowledge of fire and casualty lines, having been interested in all lines for several years.

New Seattle Agency

SEATTLE—Robert W. Martin and Robert Pike have formed Martin & Pike, a new local agency, with offices at 511 Securities building here. Mr. Martin has been with John Davis & Co., since his release from the navy as a lieutenant-commander. Mr. Pike also served in the navy and is a son of Robert D. Pike of D. K. MacDonald & Co.

W. J. Pearson Expands

PORTLAND, ME.—Walter J. Pearson, general agent here, has added Massachusetts Bonding and Anchor to his agency covering Oregon. Clarence Pratt, formerly with Maryland Casualty, has joined the Pearson office as special agent.

Set Ore. Surplus Line Election

PORTLAND, ORE.—H. B. Larson, secretary of the Surplus Line Association of Oregon, has called a special meeting for Jan. 25 for election of officers and transaction of other business.

Crown Names Brown & Sons

Edward Brown & Sons, San Francisco general agency, has been appointed California general agent of Crown Life of Canada. N. E. Cowan, who recently went to San Francisco to establish a northern California agency, is in charge of the life department there and E. B. Whelan is manager of the life department in the general agency's Los Angeles office.

Richmond in Wash. and Ore.

SEATTLE—Richmond of the Crum & Forster fleet has entered Washington and Oregon and has appointed the United General Agency of Seattle as general agent for the two states. Rich-

mond replaces Allemannia, also a Crum & Forster company, in the United General Agency lineup, according to C. F. Hill, manager.

Soderberg Joins Barber

SEATTLE — John A. Soderberg, Seattle special agent for America Fore group, prior to entering the navy, has become insurance department manager of James Barber & Co., Seattle real estate and insurance firm with offices in the Bigelow building. Mr. Soderberg will attend the Aetna Casualty's sales school in Hartford.

Lawler Engineering Chief

Russell B. Lawler has been appointed superintendent of the engineering department of Pacific National Fire at the home office. Mr. Lawler, recently discharged from the army with the rank of major, had been with the company since 1928 and had a broad experience in both office and field.

Jewett Joins Father's Firm

PORTLAND, ORE. — William W. Jewett, who served four years in the marines, has joined Jewett, Barton, Leavy & Kern as an associate. He is a son of Stanley G. Jewett, a senior partner, and was formerly special agent for Seyler-Day Co., Los Angeles.

NEWS BRIEFS

George D. Schalk, old-time agent of Portland, Ore., was feted on his 76th birthday. His associates and friends held an informal gathering and presented a birthday cake.

The Grays Harbor (Wash.) Association of Insurance Agents will elect officers Jan. 23.

Robert H. Edmiston has purchased the Gilbert O. Baker agency of Seattle and has consolidated it with his agency there. Mr. Baker has moved to California where he expects to re-enter the local agency business.

The L. H. Young agency, **Toppenish, Wash.**, has been sold to Galen F. Ramsey. A new local agency, Yoder & Olson, has been started at **Seattle** by Harry Olsen and D. P. Yoder.

EAST

W. H. Lucas Buys Townsend Agency at LeRoy, N. Y.

Wm. H. Lucas, who is serving his third term as president of the Insurance Federation of New York, has purchased the insurance business at LeRoy, N. Y., of Ernest Townsend & Son, of which he has been office manager for several years. He will operate the business under the same name and in the same location.

The agency was started by the late Ernest Townsend in 1905. He died in 1932 and since then the sole owner has been his son, Elbert J. Townsend.

Mr. Lucas joined the agency in 1935. Calvin H. Derrick and Walter F. Maloy remain with the agency.

Mr. Townsend will devote his attention to operation of the Townsend Co. Co.

Chandler Opens Agency

Frank M. Chandler has established the Frank M. Chandler Insurance Agency, 825 St. Paul street, Baltimore. Mr. Chandler was formerly located in Indianapolis and Chicago, being well known in insurance circles in those and other states.

Enlarge M. & M. Boston Staff in Expansion Program

The Boston staff of Marsh & McLennan has been enlarged as part of an expansion program.

John N. Falvey and M. S. Standish recently joined the firm while Vincent Lally, Joseph Lennon, John B. Johnston and Wilson D. Sked were transferred from the New York office. The la-

five men have recently been released from government service.

Messrs. Falvey and Lennon will head up the steam boiler and fire insurance departments respectively, and Mr. Sked will be assistant to Ernest B. Neal, Jr., vice-president in charge at Boston.

Study R. I. Legislation

The interim committee in Rhode Island to study legislation to conform the state laws to the S.E.U.A. decision and public law 15 held its first meeting the other day. Rep. Powers is chairman of the committee and Commissioner Carroll is secretary. Powers stated that an approach was made to the matter of fire and casualty rating legislation and that hearings will be held at a later date.

Hyatt with Middlesex Mutual

M. E. Hyatt has been released from the army as a major and is now special agent of Middlesex Mutual for Rhode Island, Connecticut and western Massachusetts, with headquarters at Concord. In the army, Mr. Hyatt was in charge of safety and security training for the chief of ordnance in Chicago. Prior to entering the service in January, 1943, he was special agent for Lumbermen's Mutual for New York and Connecticut.

Club to Hear Army Colonel

NEWARK—Col. Robert J. Hoffman, who was a prisoner in Japan for nearly two years, will speak at a meeting of the Insurance Square Club of New Jersey in Newark Jan. 14.

Norman Duffield, Buffalo local agent, has been appointed general chairman of the 1946 Red Cross Fund campaign there.

MARINE

F. G. Vogt Inland Marine Special

NEW YORK—Fred G. Vogt has returned to the America Fore group after two years in the navy, in which he served as a petty officer, and has been appointed inland marine special agent in upstate New York with headquarters in the Bardavon Theater building, Poughkeepsie. He will have a group of counties extending from the Canada line down to and including Westchester. Before going into the navy Mr. Vogt was an inland marine underwriter in the home office, with which he had been connected for 19 years.

Postpone New Manual

TORONTO—New P.P.F. rules, rates and forms of the Canadian Inland Underwriters Conference scheduled to go into effect on Jan. 1, have been delayed because of printing difficulties. The effective date for new and renewal business has been advanced to March 1.

The conference will not distribute rider, policy, application, forms, etc., but it will distribute manuals to avoid duplication and pro rate the costs. The portion of the manual which deals with the personal property floater has been set in French as well as in English.

Fur, Jewelry Valuations Up

While there seems no general increase in applications for insurance on fur articles and jewelry, higher valuation is being called for in the policies being written, say inland marine agents about present trends. High taxes and continued scarcity of fur coats and jewelry items are factors in applications for more insurance per item. Some insurers have allowed as much as a 10% increase in valuation of medium priced furs and jewelry.

The annual meeting of the Board of Marine Underwriters of Seattle will be held Jan. 15.

CANADIAN

Good Hail Year in Canada

REGINA, SASK.—Hail underwriting in Canada was substantially more favorable in 1945 than in previous years, according to the Canadian Hail Underwriters Association. The average loss ratio for Alberta, Saskatchewan and Manitoba was 36.18% for 1945. In Alberta premiums were \$341,791 and losses \$325,249 for a ratio of 95.13%. In Saskatchewan premiums aggregated \$1,312,536; losses were \$406,904 and the ratio 31%. Manitoba's experience was extremely favorable, premiums being \$627,533; losses were only \$93,573 and the ratio 14.91%.

Pearse to Vancouver Post

TORONTO—Having practically concluded his job of assisting John Newlands to organize the new Canadian head office here, A. T. M. Pearse is preparing to leave for Vancouver where he will become inspector of agencies in British Columbia for Scottish Union.

Bail to General Security

J. A. Bail has been appointed assistant manager of General Security of Canada. For 18 years he has been with London & Lancashire in Montreal and before that was with Alliance of London.

Favor Crop Insurance Scheme

Delegates of the Saskatchewan Co-operative Producers, Ltd., have approved the principle of crop insurance to be financed jointly by the dominion and provincial governments.

Tyler Ontario Manager

James T. Tyler has been appointed manager of the Ontario department of American Home Fire and Canadian Home. He was formerly with North British.

J. E. Dinell Advanced

J. E. Dinell has been appointed assistant manager of Canadian Alliance and of P. J. Perrin, Inc., and assistant general agent of Fonciere Fire.

The Aviation and General Insurance Co., with head office in London, Eng., has been licensed to transact in Ontario accident, aircraft, employers' liability and public liability insurance for the term ending June 30, 1946.

Standard Equipment Required

WASHINGTON—I.C.C. planned action in letting lapse Dec. 31, 1945, its order permitting use of substandard fire extinguishers as bus and truck equipment for the past two or three years will mean that motor carriers will be required to equip with standard extinguishers approved by Underwriters Laboratories, as before the relaxation order was issued, due to shortage of critical materials for manufacturing standard extinguishers.

I.C.C. indicated substandard will have to be discarded for standard equipment.

The agency of the late Thomas H. Allen, Brookfield, O., has been sold to his grandson, John H. Allen.

MARINE EXECUTIVE

Desires change from present connection. Over 20 years in Inland and Ocean Marine Insurance. Now in full charge of underwriting, fieldwork, losses and reinsurance. A-1 references. Address E-42, care The National Underwriter 175 W. Jackson Blvd., Chicago, Illinois

Wm. Leslie Gets Citation

(CONTINUED FROM PAGE 19)

insurance for cost-plus-fixed-fee government war contractors on an actual cost basis, plus a service fee to the insurer.

A three-way contract entered into between the government department, its contractor and the insurer provided for the latter to pay all losses, the department to reimburse the company for such loss payments, plus a fee for providing claims, safety engineer and other services, but in no event should cost to the government be more than 90% of the established insurance manual rates.

Rules and regulations and insurance rates under the joint rating plan were worked out, in cooperation with the government, by the joint rating committee, set up at the suggestion of Mr. Patterson, then undersecretary of war, in 1941.

This committee elected as its chair-

man Mr. Leslie. The committee is composed of representatives of three each of stock and mutual insurers—Travelers Indemnity, Globe Indemnity, American Employers, Liberty Mutual, American Mutual Liability, and Lumbermens Mutual Casualty.

Miles, Jr., Back with Father

William A. Miles, Jr., has returned from over two years' naval service to rejoin his father, head of Miles & Miles, Chicago agency. He has been a quartermaster 3/c on an LSM in the Pacific and participated in the retaking of the Philippines. Before the war he was associated with his father for a number of years, and previously he was employed for a year at the home office of General of Seattle, which W. A., Sr., represents as general agent.

I. E. A. Annual Meeting

NEW YORK—The Insurance Executives Association will hold its annual meeting here Jan. 16.

WHERE TO PLACE YOUR BUSINESS

A guide or directory of responsible and adequately equipped local agents. These offices have nation-wide facilities for handling your out-of-state business.

ALABAMA

Lee McGriff INC.

INSURANCE & SURETY BONDS
WATTS BUILDING
Phone 7-3114-5 BIRMINGHAM, ALA.

ROLLINS BURDICK HUNTER CO.

231 S. LaSalle St.
Chicago
Telephone: Andover 5000
New York Seattle

FLORIDA

WRIGHT & SEATON, INC.
INSURANCE
West Palm Beach, Florida

LOUISIANA

LEON IRWIN & CO., Inc.
1895 — Fiftieth Anniversary — 1945
New Orleans, La.

ILLINOIS

CRITCHELL - MILLER
INSURANCE AGENCY
Established 1863
Insurance Exchange Building
CHICAGO

Eliel and Loeb Company
Insurance Exchange
Chicago

FRED. S. JAMES & Co.
Since INSURANCE 1872
One North La Salle Street
CHICAGO
CENTral 7411
New York San Francisco

Marsh & McLennan
Incorporated
Insurance
Federal Reserve Bank Bldg.
164 W. Jackson Blvd. Chicago

Moore, Case, Lyman & Hubbard
General Agents
175 W. JACKSON BLVD.
CHICAGO
Wabash 0400

MICHIGAN

Detroit Insurance Agency
G. W. Carter, Pres.
H. L. Newman, Vice-Pres.
Louis J. Lepper, Sec.-Treas.
Fisher Bldg. Detroit, Mich.

MISSOURI

Lawton-Byrne-Bruner
INSURANCE
Saint Louis

OHIO

Walter P. Dolle & Co.
"Insures Anything Insurable"
Dixie Terminal Building
CINCINNATI
Submit Your Proposition to Us

WISCONSIN

Chris Schroeder & Son, Inc.
210 E. Michigan St., MILWAUKEE
Engineering Service — All Lines
The largest insurance agency in the State of Wisconsin

Much Questioning During Commerce Case Arguments

(CONTINUED FROM PAGE 1)

Stone remarked that the actual effect of the law is to prohibit the company from business in California, Frankfurter brought out the insurer cannot get a license there.

Inquiring whether the state could not impose certain requirements Frankfurter suggested California could "appropriately regulate such companies." Admitting this last, counsel pointed out the company could not get a license under any circumstances, because California admits only legal reserve life companies. He added that Arizona law does not allow the company to write on a legal reserve basis. Here is conflict between the laws of the two states, it was suggested.

Calling attention that under the constitution restriction of the free flow of interstate commerce is prohibited, Weaver said that to meet California requirements, the Arizona law would have to be changed, the company would have to go out of business and a new one be organized.

Mr. Blodgett announced that he would take up certain questions asked of his colleague during his rebuttal argument.

The state then took the floor, with Mr. Waite leading off with a review of certain facts, in which he called attention that Robertson was not licensed and

negligence rule aside have been defeated the company not admitted to the state.

Stone brought out that the O'Lein application was filled out by Robertson and mailed to the company.

Frankfurter wanted to know when the California laws involved were passed. During quite a discussion, Waite said section 1642 was passed in 1931, but did not cite the date of section 703 (A). Stone called attention there was nothing in the documents before the court to show when these laws were passed. He wanted dates supplied, which was promised.

Constitutional Questions

When Frankfurter's questioning became rather persistent, Westphal took the floor to reply and to discuss constitutional questions. He continued until adjournment hour 4:30 p.m. after a total of an hour's argument on both sides.

Westphal said the only two questions involved are whether the two California sections violate the commerce clause; which he said they do not. These sections are licensing provisions and were passed to determine that agents are men of good character and competent.

In response to Frankfurter's question whether Robertson was "admissible," Westphal said: "So far as we know, he might have been."

But First National Benefit does not meet California's standard, he said. In the O'Lein case, Westphal said, the insurance could have been written and placed with the company if Robertson



"According to Item 4, Paragraph 3, this policy doesn't cover me on the front porch. Would you mind stepping down to the corner to do this?"

had been licensed as a broker or surplus line broker.

Discussing violation of section 1642 in this case, Westphal said the section does not discriminate between agents seeking license for foreign or domestic companies. Imposition of license requirement is exercise of the police power, he said. "The record does not show that appellant ever tried to get a license in California," said Westphal, and alluded to the requirement that administrative process must be gone through.

In behalf of First National it had been contended that the judgment of the California court is contrary to the law and the constitution; also contrary to the evidence; and that court erred in upholding the sections involved.

On the other hand, the state had contended that the S.E.U.A. decision did not invalidate state laws regulating insurance; that the sections in question and provisions of the California insurance code under which First National is excluded from admission to California represent valid exercise of the police power; that the state laws involved do not discriminate against interstate commerce.

Argument was resumed at noon Wednesday and continued for an hour, with time equally divided between Westphal, closing for the state, and Earl Blodgett, for appellant, in rebuttal.

in recent sessions of the Michigan legislature.

According to the supreme court the rule has been consistently applied in Michigan since 1872 having come into the law by reason of dictum which appeared in the case of Lake Shore & Michigan Southern Railroad vs. Miller and for which no authority was then cited.

Since that time the court stated, the doctrine has been repudiated everywhere except in Michigan "and in this state we have refused to apply the doctrine with respect to minors."

The court stated that it is convinced that in the long run application of the rule is more harmful than helpful and results in more injustice than it prevents "and that we should not continue the invariable application of so-called imputed negligence rule merely and solely on the ground that the injured person was a volunteer, gratuitous passenger in the automobile, the driver of which was guilty of negligence which was a contributing proximate cause of the accident and to injury to such passengers."

The action in this case was brought by the administrator of a woman who was killed in an accident at Port Huron, the driver of the car being her husband. The defendant was the administrator of the driver of the other car who was also killed. The case was Bricker, administrator, vs. Alger Green, administrator. The woman who was killed was the mother of 10 minor children. Joining in the case in seeking to bring about abolition of the imputed negligence rule were Michigan State Bar Association and seven other lawyers' organizations in the state. The supreme court decision sends the case back for retrial in St. Clair circuit court.

Turning Point in Mich. Law Spells Claim Cost Hike

LANSING—The Michigan supreme court has given a decision that marks a turning point in Michigan law and that will materially effect automobile B. I. claims costs and consequently will have a bearing upon the rates as well. The court departed from the principle of stare decisis to the extent of overruling the doctrine of imputed negligence that has been adhered to by the Michigan courts for 74 years. Michigan is the only state in which the doctrine of imputed negligence has prevailed in modern times.

Under the imputed negligence rule a gratuitous guest in a vehicle of which the driver is guilty of contributory negligence, has no cause of action against the owner of the other car that is involved in the accident. This is on the theory that the guest has the duty of lookout and due care. It is generally recognized as a harsh rule and was abandoned years ago in other states. Several attempts to set the imputed

Alex S. Vien Is Sentenced

Alex S. Vien, Jr., real estate and insurance agent of East St. Louis, Ill., was sentenced to serve an indefinite term of from seven to 10 years in southern Illinois penitentiary in the St. Clair county circuit court at Belleville on eight indictments that charged him with defrauding clients of a total of \$45,000 from the sale of fake deeds of trusts, embezzlement, and working a confidence game.

He had been in the real estate and insurance business 18 years, following his father, who died several years ago and who always bore an excellent reputation. It was this record of his father that enabled Vien to win the confidence of many of his victims. He is a former president of the East St. Louis Junior Chamber of Commerce.

A DIRECTORY OF RESPONSIBLE INDEPENDENT ADJUSTERS

DIST. OF COLUMBIA

NICHOLS COMPANY INSURANCE ADJUSTMENTS

All Lines—Representing Companies Only
Established 1921—Twenty-four hour Service
Washington, D. C., Woodward Bldg. Phone Met. 8916
Richmond, Va., Mutual Bldg. Phone Dial 3-8358
Baltimore, Md., Mercantile Tr. Bldg. Phone Loc. 8228
Winchester, Va., Masonic Bldg. Phone Win. 5858
Hagerstown, Md., Warshaw Bldg. Phone Hag. 798

FLORIDA

S. W. CARSON, Insurance Adjuster All Lines

Serving Central Florida from Two Offices
26 Wall Street 130 Ivy Lane
Orlando Daytona Beach
Phone 2-3348 Phone 2382
16 Years Experience

ILLINOIS

Phone Harrison 3258

THOMAS T. NORTH, INC.

Adjusters All Lines

175 W. Jackson Boulevard, Chicago 4

J. L. FOSTER

314 First National Bank Building
Springfield, Illinois

Fire • Automobile • Casualty

INDIANA

CENTRAL ADJUSTING CO.

Consolidated Bldg., Indianapolis, Ind.
BRANCH OFFICES
EVANSVILLE 418 Old Nat'l Bank
FORT WAYNE 407 Lloyd Bldg.
885 Lincoln Tower 711 Odd Fellows Bldg.
MUNCIE 404 Western Reserve
RICHMOND 210 Medical Arts Building

EUGENE McINTYRE Adjustment Co.

All Lines of Automobile, Casualty and
Inland Marine
Eight East Market Street
Indianapolis
Branch Offices: Muncie, Indiana and
Terre Haute, Indiana

MICHIGAN

WAGNER AND GLIDDEN, INC. TOPLIS AND HARDING, INC. INSURANCE ADJUSTMENTS ALL LINES

Chicago Los Angeles New York Detroit

MINNESOTA

MAIN & BAKER, INC. GENERAL ADJUSTERS for the COMPANIES

816 Second Ave. S.
Minneapolis, Minnesota
Telephone Main 3448
Branch offices: St. Paul, Duluth, Minn.; Grand
Forks, Bismarck, N. D.; Sioux Falls, S. D.

OKLAHOMA

WOODARD CLAIM SERVICE Insurance Adjusters

403 Trademans Bank Building
Oklahoma City, Oklahoma
Investigation — Adjustment — Subrogation
All Insurance Lines
Phone 4-5782
Day 7-1118 Night 9-5858

HORTON CLAIMS SERVICE

Home Office
830 Hightower Bldg., Oklahoma City, Okla.
Adjusters for all Lines.
Branch Offices
Tulsa, Beacon Bldg. Lawton, Fehler Bldg.
"Home Office Trained Management"

TEXAS

T. G. WOOLLEY INSURANCE CLAIMS SERVICE LUBBOCK NATIONAL BUILDING LUBBOCK, TEXAS

MY 18TH YEAR—SERVING WEST TEXAS
AND EASTERN NEW MEXICO

front porch

Michigan leg-

court the
applied in
come into
which ap-
Shore &
vs. Miller
was then

stated, the
everywhere
is state we
ctrine with

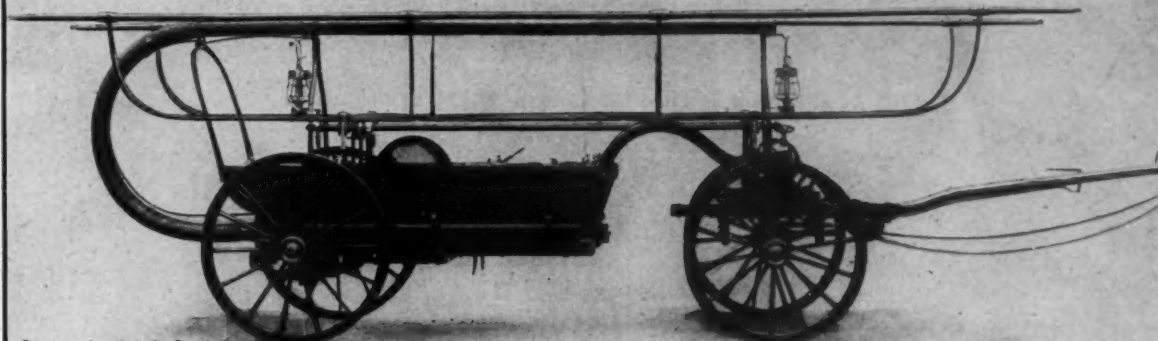
convinced
tion of the
helpful and
an it pre-
ot continue
f so-called
erely and
the injured
uitous pas-
e driver of
ence which
e cause of
o such pas-

as brought
oman who
Port Huron,
er husband
nistrator of
r who was
Bricker, ad-
n, adminis-
killed was
ren. Join-
bring about
ligence rule
Association
organizations
court deci-
or retrial in

ed
ate and in-
is, Ill., was
finite term
in southern
St. Clair
ille on eight
m with de-
of \$45,000
s of trusts
g a confi-

estate and
following
years ago
ellent repu-
f his father
e confidence
is a former
Louis Junior

1855



Courtesy, American La France Foamite Corp.

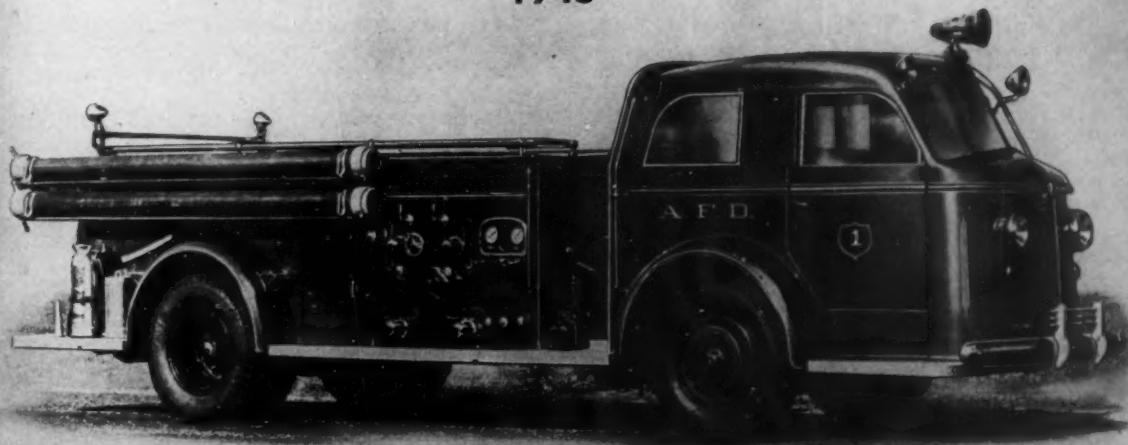
The simple little hand pumper of 1855 and its gigantic and complicated successor of today graphically portray ninety years of progress in the designing of fire fighting equipment.

FIREMEN'S INSURANCE COMPANY OF NEWARK, NEW JERSEY

1855 — 1945

NINETY YEARS of progress in handling successfully the hugely increased and widely varied needs of the insuring public

1945



Courtesy, American La France Foamite Corp.

FIRE-MARINE-CASUALTY-SURETY

Loyalty Group
INSURANCE

HOME OFFICE • 10 PARK PLACE • NEWARK 1, NEW JERSEY

Western Department
120 So. LaSalle St.
Chicago 3, Illinois

Foreign Department
111 John St.
New York 7, New York

Canadian Departments
535 Homer St., Vancouver, B. C.
445 Bay St., Toronto, Ontario

Southwestern Dept.
912 Commerce St.
Dallas 2, Texas

Pacific Department
220 Bush St.
San Francisco 4, Calif.

Firemen's Insurance Company of Newark, N. J.
Organized 1855

The Girard Fire & Marine Insurance Company
Organized 1853

National-Ben Franklin Fire Insurance Company
Organized 1856

The Concordia Fire Insurance Co. of Milwaukee
Organized 1870

Milwaukee Mechanics' Insurance Company
Organized 1852

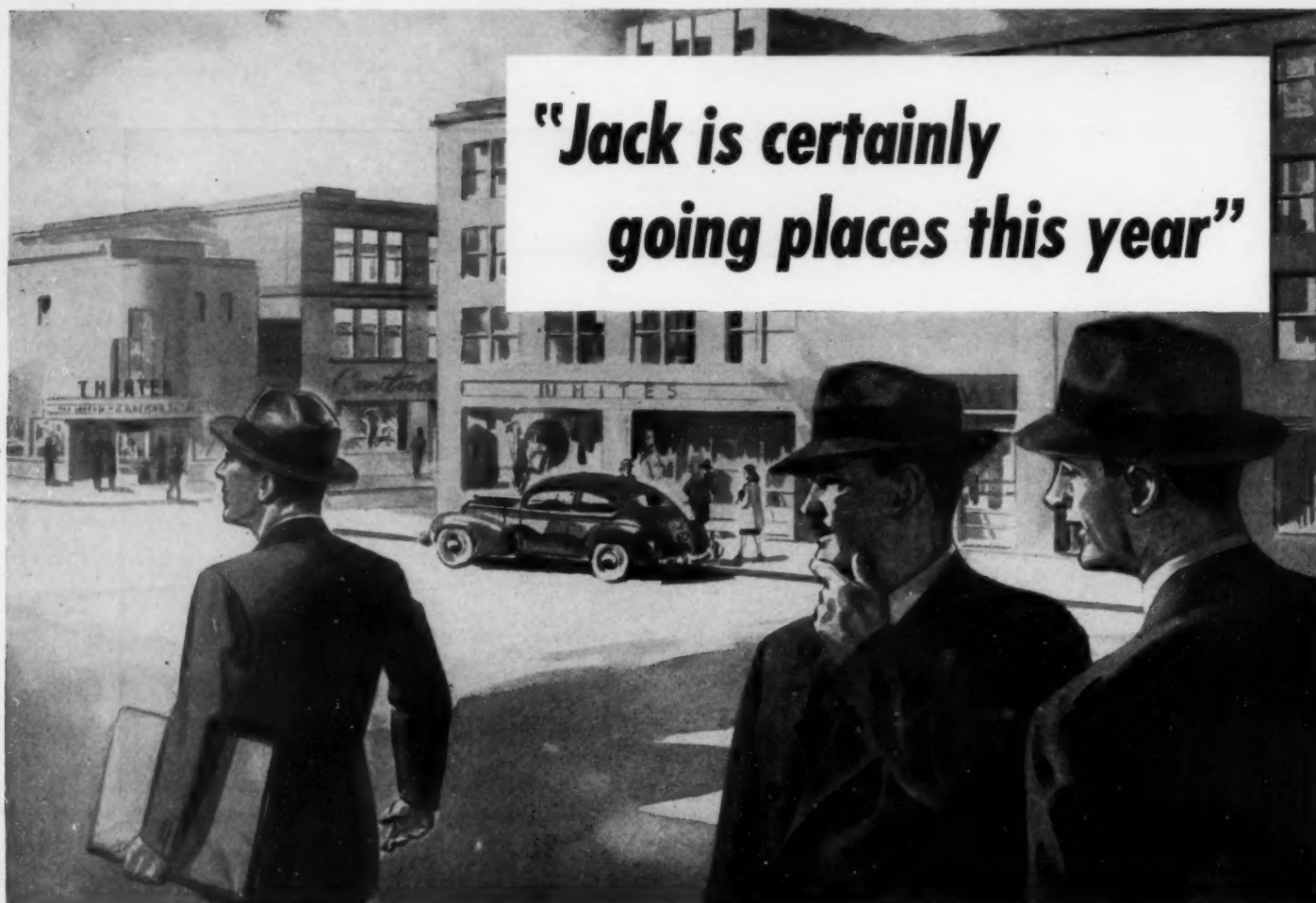
Royal Plate Glass & General Ins. Co. of Canada
Organized 1904

The Metropolitan Casualty Insurance Co. of N.Y.
Organized 1874

Commercial Casualty Insurance Company
Organized 1909

Pittsburgh Underwriters - Keystone Underwriters

BUY MORE BONDS - - AND KEEP THEM



**"Jack is certainly
going places this year"**

Indeed he is — and with good reason. He's an Aetna Casualty and Surety Company Agent who had the foresight to enroll in the Company's Home Office Casualty and Surety Sales Course. There, he studied hard. Now he's cashing in.

Yes — his time and effort in the Course are paying off — paying off more quickly than he had expected. He knows the lines to push. He's following a proved and tested agency building program. He has developed methods to discover prospects. He has learned the important advantages of intelligent pre-approach work. He has found that he can sell *easier* because he knows both the insurance he's selling and his prospects' requirements.

He has numerous lead lines. He has crystallized a successful selling technique. He can answer questions. He creates confidence. The results: — *more sales — better sales — and increased earnings.*



APPLY NOW for enrollment in the Aetna's Home Office Casualty and Surety Sales Course. Sessions are held at frequent intervals. For more complete information, contact the Aetna Manager or General Agent in your territory or write the Home Office direct.



AETNA CASUALTY AND SURETY COMPANY

Affiliated with Aetna Life Insurance Company
Automobile Insurance Company — Standard Fire Insurance Company

HARTFORD

CONNECTICUT

